

Hauling Meat Animals to the Packing Plant

Vol. 77

New Method
Told on p. 25

THE

No. 20

THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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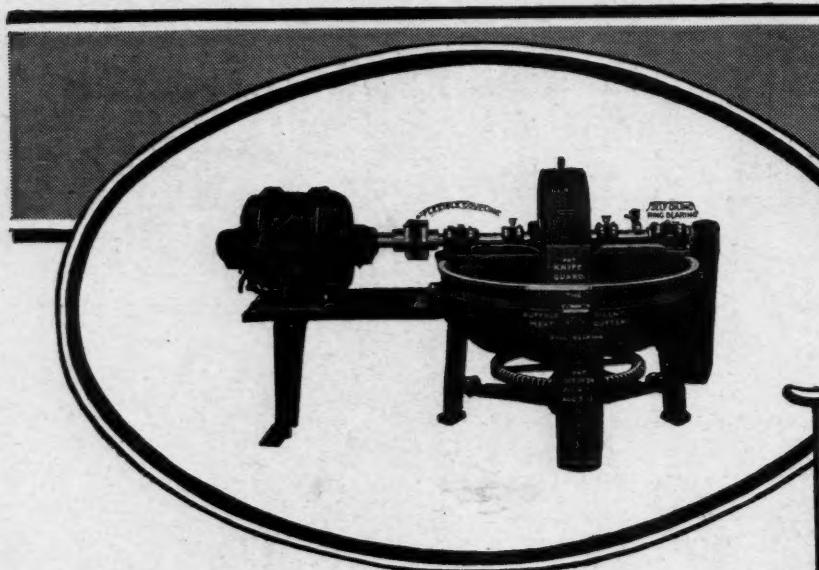
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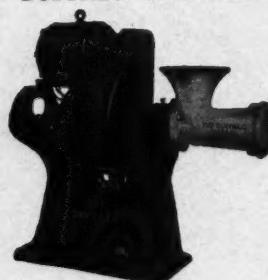
Sausage from Whole Hog — Figured for the Sausage Maker

On
p. 32



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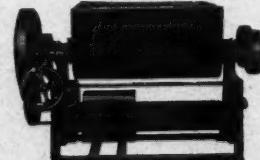
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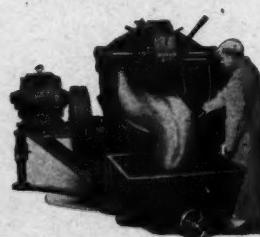
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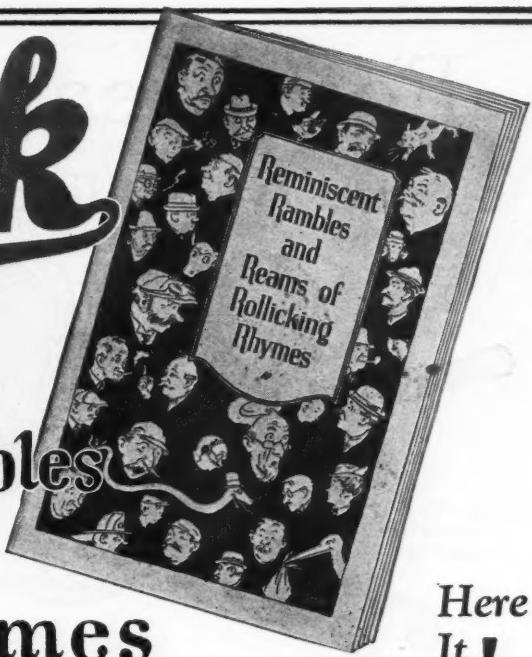
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3

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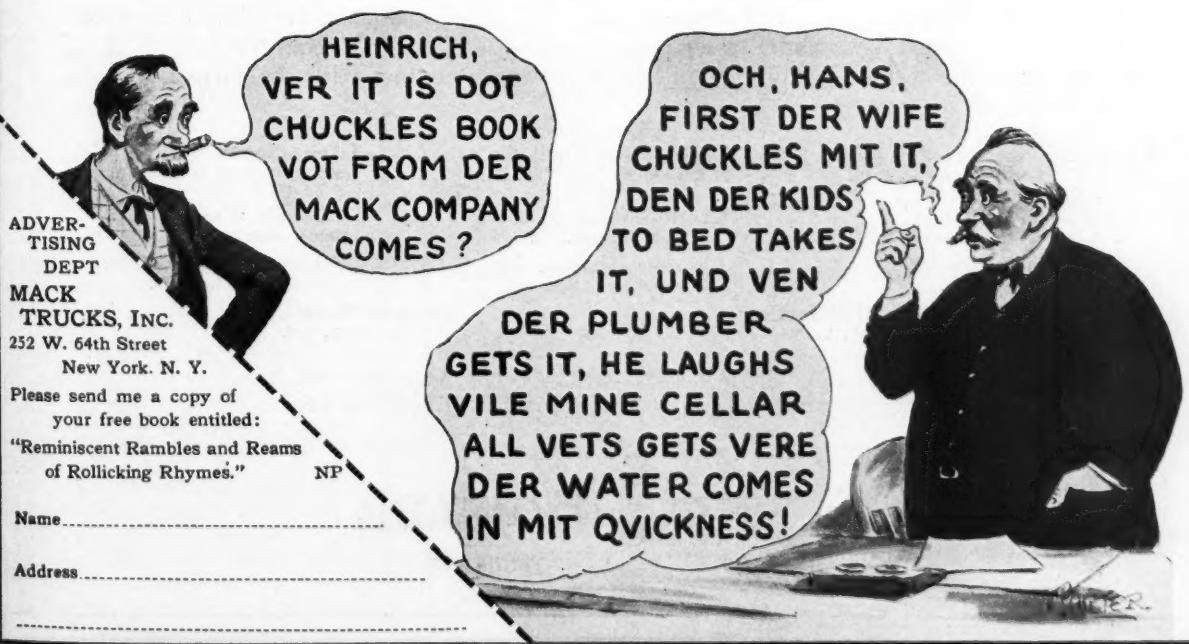
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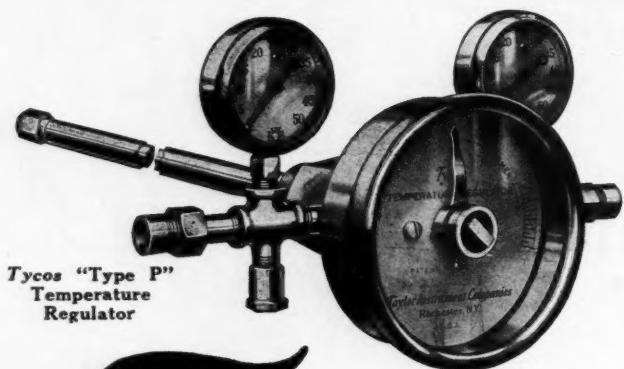
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Vol. 77

Chicago and New York, November 12, 1927

No. 20

Trailer Cuts Livestock Trucking Costs

Low Floor Makes It Easy to Load and Unload and More Animals Can Be Handled on Smaller Investment

VII — The Drop Frame Trailer

The advantages of the motor truck for transporting livestock limited distances has brought this vehicle into extensive and growing use for this purpose.

With the motor truck the farmer living within 100 miles of a market can save time and expense by using his truck instead of shipping over the railroad. And he can choose his time for bringing in his animals so that they will suffer the least from cold or heat and thus arrive in the best condition.

Another advantage to the farmer is that with a truck he may have the choice of several markets to which to take his livestock and he can market his animals in a short time when they are ready.

The packers in many localities have also recognized the advantages of truck transportation of livestock by operating vehicles to pick up animals that have been bought direct from the farmers. As a rule they find this method of getting animals to their plants very satisfactory, although occasionally complaint is heard that, in the case of hogs particularly, damage to the animals is possible if care is not exercised.

Not infrequently when hogs are being shipped by truck, due to bad roads, rough handling, overcrowding or other causes, a hog will get down, others will lie on him and the legs are spread, resulting in bruised hams. These bruises cannot be detected until the hog is killed, chilled and cut up.

Such damage as this, however, can hardly be charged against the motor truck, nor should instances of such damage deter packers from the more general use of the truck for live stock hauling. The same care given to handling hogs that is given to any valuable commodity would reduce instances of such damages to a minimum.

The practice of trucking livestock to market may be expected to be continued and to grow, particularly for distances up to 100 miles or so from markets. In view of this fact it would seem that some time, thought and study might profitably be given to the economic phases of this method of transportation, and to the types of equipment best suited to the work.

Special Trucks Would Cut Cost.

Livestock differs in many respects from the average run of products and commodities ordinarily carried in trucks, and the transportation of it offers problems not met with in ordinary trucking practice.

For the most part trucks of the ordinary design, and differing in no particular from the conventional types, have been used for livestock work. Under such circumstances it could hardly be expected that transportation costs would be as low and the animals as

carefully handled as would be possible in trucks designed and built particularly for the purpose of livestock transportation.

As the practice of transporting livestock by truck grows, special types of vehicles, more efficient and economical than any now in use for this purpose, will be developed.

One step in this direction may be indicated by the experience of a packer in the Central West. He has found that the drop floor, semi-trailer is well adapted to this work, is efficient and economical, and possesses advantages not found in other types.

Packers who are using the motor truck to collect and transport livestock may find in this packer's description of this vehicle some hints for reducing their livestock transportation costs.

This is the seventh of a series of articles on the use of motor trucks in the meat industry.

The first, on "Training Motor Truck Drivers," appeared in THE NATIONAL PROVISIONER of December 25, 1926; the second, "Taking Care of Meat Trucks," was in the issue of Feb. 19, 1927; the third, "Hauling Meat Animals to Market," appeared Apr. 30, 1927; the fourth, "Penalties of Overloading," was printed in the issue of May 21, 1927; the fifth, "Delivery Trucks as Meat Advertisers," appeared in the issue of June 18, 1927, and the sixth, "Reducing Truck Delivery Costs," was printed in the issue of Sept. 17, 1927.

Have You a Packers' Convention Number?

So great was the demand for the 1927 Packers' Convention Number of THE NATIONAL PROVISIONER that the entire edition was gone the day after publication.

Many orders for that big 208-page edition have come in which cannot be filled.

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Hauling Meat Animals

There have appeared from time to time in THE NATIONAL PROVISIONER articles on the use of motor trucks in the meat packing industry. Some of these discussed the rather extensive use that is being made of the motor truck to transport live meat animals to market.

In view of this growing practice meat packers may be interested in the use of the motor truck and the semi-trailer for this purpose as they are being used by Bennett & Schairer, who operate The Gerisch Company, Detroit, Mich. The data on which this article is based and the illustrations

accompanying it were furnished to THE NATIONAL PROVISIONER by this firm.

In transporting live meat animals in motor vehicles it is the usual practice to use large trucks, as the smaller ones are unable to carry loads large enough to make the practice profitable, particularly when the haul is long.

Trucks with a large capacity cost considerable money, and the cost to operate them is high. In using a unit with a capacity of $2\frac{1}{2}$ tons with a special drop-frame semi-trailer, as shown in one of the accompanying illustrations, the Gerisch Company obtains a capacity that could be had only in a truck with a capacity of from 5 to $7\frac{1}{2}$ tons. Such a truck would cost about twice as much as the unit described.

Upper Deck Increases Capacity.

The semi-trailer has a capacity of 35 average hogs. This could be increased to 70 hogs were the trailer equipped with an upper deck.

This has not been provided in this case, due to the fact that the trailer is also used to haul cattle. It is possible, though, that a deck might be designed that could be put on or taken off as desired. Such an arrangement it would seem would increase the utility of the vehicle considerably.

Some time ago the company had occasion to haul 14 head of cattle from a distance 70 miles from the plant. This load weighed 11,000 pounds, and in one of the illustrations accompanying this article are shown being loaded.

Loading live animals into the trailer is a simple matter because of the extremely low floor. Motor trucks cannot be brought so near the ground because of the necessary wheel allowance and the high frame.

How Animals Are Loaded.

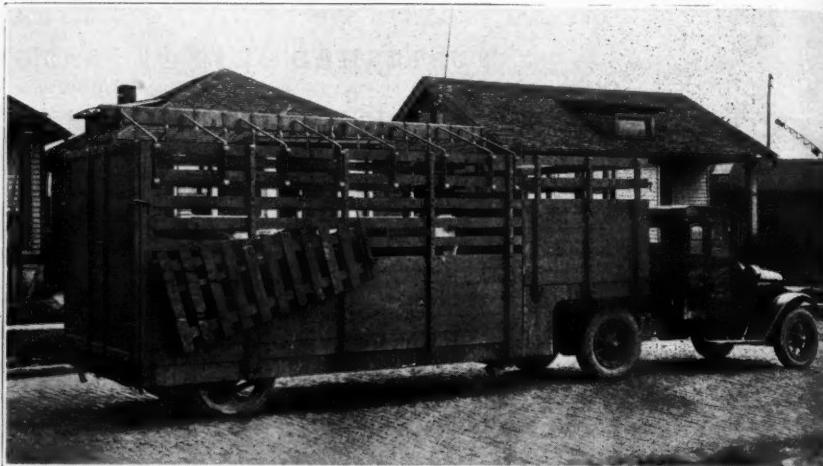
When animals are to be loaded the tail board is dropped down and forms the runway up which the animals travel into the

trailer. Side boards for each side of the tail board when it is in the down position are carried on each side of the trailer.

The trailer is also equipped with a chain falls, operating on a track extending from the rear to near the front of the trailer. This makes it a simple and easy manner to handle cripples or stubborn animals.

kind has made this meat concern very enthusiastic over this unit, and it is pleased to pass on its experience for the benefit of the meat industry at large.

As Bennett & Schairer state, the chief argument for a light truck in connection with the drop-frame semi-trailer is that it is possible to purchase this equipment for



DROP FRAME TRAILER LOADED WITH CATTLE.

The investment in a truck and a drop frame trailer of this type is considerably less than for a truck of the same carrying capacity. A chain hoist on a rail provides an easy method of handling stubborn and crippled animals. The capacity of the trailer could be increased when hogs are being transported by the use of an upper deck.

A short time ago the company purchased a hog weighing 750 pounds. When it came time to load him he absolutely refused to budge. The two men who work regularly on the truck and trailer simply placed a sling around the hog and hooked it to the chain falls. The animal was then raised and pulled into the trailer and before being lowered to the floor was easily pushed on the trolley to the front end of the trailer.

The convenience of a trailer of this

far less than the motor truck of the same capacity. And the efficiency of the unit and the operating costs are such that the ordinary motor truck fails to hold its own with a unit such as has been described.

DANISH MEAT PROSPECTS.

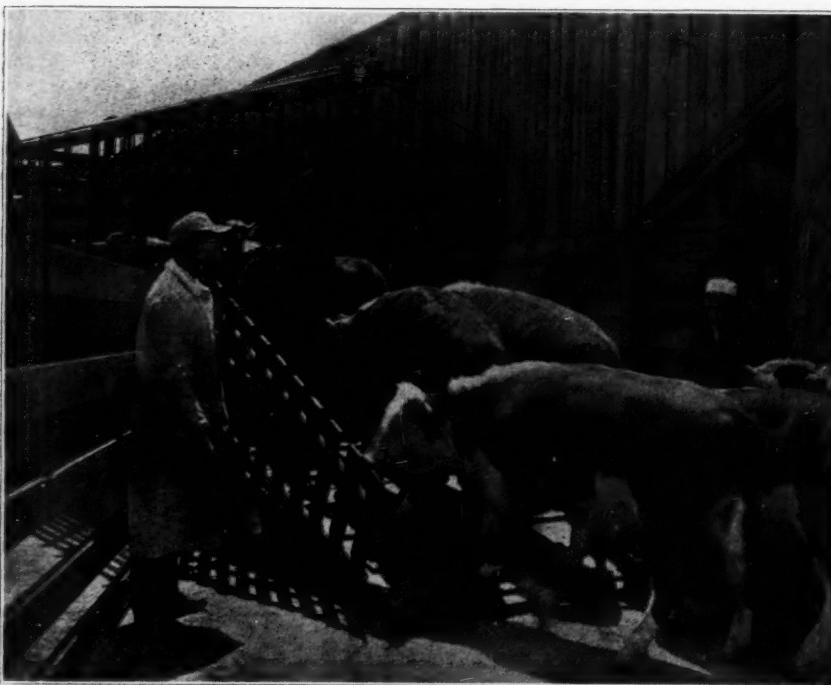
Judging from the movement during the last couple of months it would appear that a temporary minor decline in bacon production can be expected, although there is apparently no reason to anticipate any marked or lasting decline much below present levels, according to the U. S. Department of Commerce.

Bacon shipments during the month of September, as anticipated, were considerably lower than during the preceding month, but it is thought probable that October will show an increase. Exports of bacon so far during 1927 have aggregated 184,931 tons, of which 181,750 tons went to England as against a total export of only 133,372 tons during the same period of 1926.

Shipments of live hogs up to September 23 of this year totaled 26,381 of which 23,806 went to Germany, compared with a total export of only 12,159, all of which went to Germany, in 1926.

Meat shipments reached a total of 1,255 tons, while 192,042 live cattle were exported, practically all to Germany, the corresponding figures for 1926 being 15,617 tons of meat and 101,163 live cattle. The total shipments of meat and live cattle, in terms of live cattle up to September 23, 1927, reached 197,062 as against 163,631 during the corresponding period of 1926.

Bacon prices stiffened somewhat during the first half of September but weakened during the last half and were at the close of the month none too satisfactory, being considerably below the level of a year ago. The quotations for Danish bacon in the English market during the last week of September were 96@100 shillings per cwt. as against 117@120 shillings per cwt. during the same week last year.



CATTLE BEING LOADED INTO A DROP FRAME TRAILER.

The tail board drops down to form a runway into the trailer. Note the easy gradient and the ease with which livestock can be loaded.

November 12, 1927.

THE NATIONAL PROVISIONER

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Seasoning Is Important in Sausage Quality

One Fundamental of Sausage Making Which Needs Attention

By O. R. Dunn

(EDITOR'S NOTE.—This is the first of two articles on a subject connected with sausage manufacture which is too often overlooked—the matter of proper seasoning.)

During recent years, with the development of intensely competitive conditions throughout the meat industry, two marked tendencies have been conspicuous.

The first of these is the tendency toward closer and more intelligent cooperation among the individual members of the industry in a common effort to secure for the industry as a whole its share of the consumers' food budget.

This is nowhere better illustrated than in the great national "Ham and Bacon Campaign" that has been conducted throughout the United States under the auspices of the Institute of American Meat Packers, and paid for by the packers.

Every meat producer and every meat retailer, regardless of the size or the smallness of his operation, benefits from this cooperative advertising in direct proportion to the effort he may put into it, without the slightest reference to any financial contribution he may or may not make.

Why Food Advertising Is Done.

This campaign has its parallels in almost all major branches of the food industry. The raisin growers, the apple growers, the citrus fruit associations, both of the Pacific Coast and of Florida, the packers of prunes, the manufacturers of crackers, the bread bakers, the margarine manufacturers and dairy interests—all are making concerted and intelligent efforts to retain places for their product on the dining tables of the American people.

They all recognize that the limit beyond which the gross sale of food products can not be forced is fixed by the capacity of the American public to consume. Therefore, any increase in the consumption of fruits or of cereal products, or of candy, must be made at the expense of the other branches of the food industry.

The second tendency—and in the long run it is the tendency of self-preservation by the individual packer or butcher, miller or baker—is the effort of each producer to improve his own product and to give to it a definite character and palatability that can be maintained in unvarying uniformity regardless of the variations in the raw materials.

Seasoning Is a Science.

Packers and food producers generally have come to realize that the American people not only eat to live, but also live to eat. They are not satisfied merely with a balanced ration, carefully adjusted to supply a definite number of calories, with such a blending of salts and carbohydrates and fibres as may be necessary to the maintenance of life and health.

They demand palatability as well as nutrition, flavor as well as food. The art of seasoning is rapidly becoming a science; hit-or-miss methods are giving way to standard formulas.

When you go to a soda fountain for your favorite beverage you ask for it by

name, because you know that you will secure the identical flavor, whether you be in San Francisco or in Boston. There may be and doubtless are innumerable other brands of beverage, each produced in some locality and each possessing characteristics of merit. But in the last analysis the American public is loyal to standard brands, whether they be local or national in their distribution.

What Makes Branded Meats Popular?

In no branch of the food industry is this fact more clearly manifested than in the meat industry. Think of the brands of ham, bacon, lard and kindred products that have the biggest sale. Without exception their hold upon the public favor is by virtue of uniformly maintained palatability and flavor, even more than because of any notable differences in the quality of the live stock from which they are produced.

In every city, town and village in the United States, almost in every neighborhood, there is some butcher or meat market who enjoys a uniform patronage, often at a price preference, because of the reputation established over a long period of time by a particularly delicious and appetizing flavor, a good color, a fine aroma for his sausage.

Wherever this condition prevails it is a safe bet that a standard formula for seasoning goes hand in hand with cleanliness, care and sanitary provision in every operation from the selection and blending of the meat to the final packing and delivery of the finished product.

Seasoning Must Be Right.

The finest possible selection of meat cannot insure good sausage unless the seasoning is selected with equal discrimination, and applied according to a definite and unvarying formula.

While it is true that salt, pepper and sage are universally recognized as the standard condiments for sausage-making, it is not always possible for the sausage manufacturer, and still less so for the smaller butcher or meat market, to secure uniformity in his supplies of these seasoning elements.

Moreover, there is always a danger in leaving to the discretion of the sausage

maker the important and delicate task of blending the seasoning in correct proportions, and in distributing them uniformly throughout the product.

Even salt, which is one of the commonest of our condiments, varies in its degree of purity, fineness, cleanliness and moisture content. A pound of salt on a wet day contains less pure Na Cl than a pound of salt on a dry day, simply because of the moisture absorbed from the air.

Pepper, and to an even greater degree sage, "lose their strength" with age. This is merely because the volatile ether oils are lost through evaporation. Their aroma is dissipated, together with the appetizing tang.

Keeping Up to the Standard.

Every government-inspected plant knows that these are facts, and has the knowledge rubbed in by the everlasting vigilance of the federal inspector. The smaller plants and those not subject to government regulation often pay a higher price for the use of deteriorated or inferior spices than that which the inspected plants pay for condemned supplies.

When the government orders a lot of sage or pepper to be rejected, the sausage maker at least knows that the inferior seasoning does not go into his product. But when the manufacturer does not have the government inspector to check him up, and to insist upon a high standard of excellence in his sage and peppers, he is paying a double price for his seasoning because he is not maintaining his finished product at a standard to insure satisfied customers who will build a reputation for his product.

Amid all the agitation for better methods of sanitation, for improved machinery and standard systems of cost accounting it behoves the packer, and particularly the sausage manufacturer, to consider carefully the problem of seasoning.

Check up your own system. Does your sausage maker know absolutely that every batch of sausage he turns out is uniform as to its flavor?

In his next article Mr. Dunn will discuss scientific methods of seasoning meat products.

IRISH HOG EXPORTS.

There has been a substantial increase in the exportation of live hogs from Ireland this year, according to recent official statements. For the 42 weeks from the beginning of the year to October 13 the quantity exported numbered 229,000 against 98,000 and 27,000 respectively during the corresponding periods of 1926 and 1925.

This large increase is due chiefly to the increased British demand for Irish fresh pork brought about by the British government quarantine against the importation of fresh meat from the continent.



PACKINGHOUSE VETERANS RECEIVE GOLD JUBILEE BUTTONS.

E. A. Cudahy, Jr., vice-president of the Institute of American Meat Packers, is shown presenting gold jubilee buttons to five veteran employees who have completed fifty or more years of service in the meat packing industry. The presentation, in which he was assisted by Philip D. Armour, first vice-president of Armour and Company, was made at the annual convention of the Institute held recently. (Photo courtesy the Armour Oval.)

Reading from left to right: Philip D. Armour; Ebenezer Donohue, Armour and Company; Henry Schrimp, Arnold Bros. Co., Chicago; Ben Marks, Michigan Beef Co., Detroit; John Waters, Armour and Company; Michael Kelly, Armour and Company, and E. A. Cudahy, Jr., president of Cudahy Packing Co.

November 12, 1927.

OCTOBER MEAT TRADE REVIEW.

Sharp declines in the price of hogs and the wholesale prices of fresh pork products have characterized the meat trade during the last two weeks and created a situation that should interest consumers, says the Institute of American Meat Packers in its October trade review.

As a result of these declines fresh pork loins now are wholesaling at levels that are 20 per cent lower than at the beginning of the month and 22 per cent lower than a year ago. Other fresh pork cuts, such as shoulders, butts, and spare-ribs, also declined in price during the last two weeks.

Prices of smoked meats also were affected and declined slightly. Smoked regular hams now are 27 per cent lower than a year ago; skinned hams, 28 per cent lower; fancy bacon 13 per cent lower, and standard bacon, 20 per cent lower.

Beef prices remained fairly steady during the first part of the month, but strengthened slightly toward the close, in the case of the choicer grades.

The export demand for American pork products was limited. In England, the demand for meats was very moderate, and prices there moved gradually downward. On the continent, there was a fair demand for fat backs and a good demand for lard, especially during the last half of the month. The lard trade was the best in several months, in the opinion of some packers. Prices showed an improved relationship with prices in this country.

In the domestic market the abrupt decline in hog and product prices during the latter part of the month was a disturbing factor. Receipts of hogs had been relatively light over a period of several months, and the trade apparently had become adjusted to such a basis. The receipts continued light during the first part of the month, and prices advanced further.

Then supplies suddenly increased, not greatly, but enough to create a surplus of pork, which depressed the market almost overnight. The warm weather which prevailed at that time contributed to the decline. Hog prices dropped two cents a pound in a period of ten days and fresh pork prices dropped with similar abruptness.

The declines in fresh pork affected the green and sweet-pickled market, and also slightly affected the prices of smoked meats. During the month as a whole, however, the ham trade was fairly good, with some weakness on the heavier averages of skinned hams, which were relatively abundant. There also was a good bacon trade for the month, with some slight weakening of prices toward the close.

Stocks of provisions undoubtedly decreased substantially during the month, but probably are still somewhat heavier than a year ago.

During the first two weeks of the month, there was a brisk trade in green bellies, but the declining market during the latter part of the month curtailed the buying of these and other meats.

The demand from the South for dry salt meats has been steady, but dry salt bellies declined sharply. This decline, however, was unwarranted by trade conditions and the status of stocks, in the opinion of provisions men.

The lard trade was fair and stocks showed a large reduction for the month. The demand improved during the last part of the month.

Many of the hogs came to market in a somewhat unfinished condition, as is usual at this time of the year. The weight averages about the same as a year ago.

Cattle receipts at the seven leading markets were liberal during the first two weeks and for the third week were the largest of any previous week this year, but decreased somewhat toward the close. For the month receipts were lower than a year ago. Heavy cattle and finished cattle of all weights were limited in number and sold at prices that were the highest since 1920, reaching a top price of \$17.75 during the last week of the month. The bulk of cattle sold materially below the top, with a wide range in price. However, prices on all but the lowest grades were higher at the close of the month than the beginning.

The markets for dressed beef were rather slow and draggy during most of the month, but stronger during the latter part than during the first part.

Hide stocks sold up to production at slightly higher prices.

Sheep and lamb receipts continued to increase but were somewhat less than for the same time last year. There were slight fluctuations in prices, but not enough to change the situation materially, and the result was the steadiest period so far this year. The market for the dressed product remained steady, with increased demand throughout the month, but inclined to slow up slightly toward the close.

The wool market was fairly steady with little change in prices.

Boosting Quality Meats

The consumer wants smaller cuts of meat!

Whether or not the housewife is a judge of quality in meat, she is a judge of the size of her roast or steak or chop.

This trend in consumer demand exerted a strong influence at the recent International Livestock Exposition. It was not only evident in the type of animals chosen as prize winners but in the exhibit of carcass meats as well.

A full description of this meat exhibit and what it meant to packer and retailer appeared in *The National Provisioner* of December 4, 1926.

Packers are using this story to educate their retailers.

Retailers are using the story to educate their customers.

The description of this meat show has been made up into an attractively illustrated 4-page reprint. Subscribers can get copies at cost.

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PACKER EMPLOYEES INSURED.

Frank A. Hunter, president of the East Side Packing Company, East St. Louis, Ill., has announced the adoption of a triple-coverage group insurance program which provides employees of the company with approximately \$750,000 of life insurance, a similar amount of accidental death and dismemberment protection, and weekly benefits in case of sickness or non-occupational accident. The entire plan is being underwritten by the Metropolitan Life Insurance Company on a cooperative basis, whereby the employer and employees share the cost.

Life insurance benefits range from \$500 to \$2,000. In event death occurs from injury, an employee's beneficiaries will receive an additional amount, equal to the life insurance. Benefits payable under the dismemberment clause of the contract are proportionate to the loss sustained. An employee in the \$500 classification will receive \$250 for the loss of one member and full benefits of \$500 if deprived of the use of two members while payment for an employee in the \$2,000 class will be proportionately \$1,000 and \$2,000.

Sick and non-occupational accident benefits amount to \$10 a week for all classifications of employees, and according to the terms of the policy, will be paid, in each case of disability covered, for a maximum of thirteen consecutive weeks.

The life insurance contract contains a total and permanent disability provision, under which an employee becoming completely incapacitated before age 60 will receive the full amount of his life insurance in monthly installments.

For the benefit of employees insured under the plan, the packing company has arranged with the Metropolitan to furnish sick or injured employees with the services of a staff of trained visiting nurses. Supplementing this, a health advisory bureau regularly distributes pamphlets on life extension and hygiene.

GERMAN LIVESTOCK SLAUGHTER.

The slaughter of livestock at 37 of the more important livestock markets of Germany during the month of August was considerably greater than for the preceding month, the largest difference being in the case of hogs, 60,000 more being killed than during the preceding month, according to the U. S. Department of Commerce. That the heavy slaughter has continued during the month of September, especially in the case of hogs, is indicated in the statistics for the totals of livestock receipts at 20 of the more important markets for the first four weeks of the month.

The increase in the number of hogs is especially pronounced. It is the belief of people in the trade that those producers who were able to carry their surplus stocks through the low-price period, have now begun to liquidate, since prices for hogs have reached the neighborhood of 77 pfennings (16.65 cents a pound), beyond which they are not expected to go. Cattle and sheep are bringing somewhat better prices than last year, while calves and hogs are lower, especially so in the case of the latter.

It is probable that the liquidation of hogs, cattle, and calves in Germany will continue through October, after which the movement to market will be determined largely by the final results of the crops and the available supplies of fodderstuffs.

Lard Situation in Europe

Demand May Be Greater According to Government Reports

The lard situation considered from the European standpoint appears to be bullish, according to U. S. Department of Commerce advices.

The trade are basing their opinion largely on the condition of the American corn crop, which was reported by official authorities to be about 40 million bushels short of the previous crop. Furthermore, the American farmer is now getting more money for his corn and less for his hogs than last year; in other words, considered from last year's standpoint the feeding ratio has become adverse.

The probable result of such a situation is likely to be a liquidation of light unfinished hogs, producing less lard per 100 lbs. of live weight. It is understood that the slaughter of hogs under federal inspection has been greater this year than for the preceding year. Total pork production, however, has not appreciably increased. The marketing of light unfinished hogs may cause a comparative weakness in this class of animal with heavy lard type hogs at a premium.

The logical deduction to be drawn would be that the production of lard will at least not be much greater than that of last year and that, being made from premium hogs, it will be somewhat higher in price. The stocks of lard in the United States are known to be somewhat larger than last year, but not appreciably so. However, throughout the summer and fall months the vacillating price of lard at Chicago has frightened future buyers away from the market, so that purchases have been largely made for immediate consumption.

As a result, it is not thought that stocks of lard in Europe are as heavy as those of last year; on the contrary, they are believed to be considerably smaller. Added to this is the further fact that there is a known shortage of both lard and hogs in Jugoslavia and Hungary with a pronounced shortage of lard in Poland. In Jugoslavia the Government is considering suspending the duty on lard in order to relieve the situation, while sales of prime steam lard are being made in Hungary.

Upon urgent demands from the industrial districts the Polish government has decided to issue import permits during the last quarter of the year, irrespective of the quota system. This will mean practically an open market.

It is therefore believed that the demand from Europe for lard may be expected to be somewhat greater than has heretofore been anticipated.

Conditions in the principal European lard consuming countries are summed up by the U. S. Department of Commerce as follows:

Situation in Germany.

The sales of lard in Germany during the month of September have been only fair. In sympathy with an increase in the price on the Chicago Board of Trade prices rose and then weakened. It is the belief of the trade that ultimately prices for lard will be on a higher basis, but the fact that the

market is unstable has caused buyers to avoid long term commitments.

The further fact that some sellers have been shading quotations when making actual sales has hindered the futures business. As a result the stocks of lard in the hands of consumers are believed to be below the average for this time of the year.

Shortage Reported in Hungary.

Hogs in Austria are too expensive to be rendered and sold as lard, unless American steam lard is mixed with the Austrian product. A shortage of both hogs and lard is reported in Hungary, and the sale of American steam lard there is considered highly satisfactory.

There is no demand in Hungary for American refined lard, because it does not appeal to the popular taste. There is a surplus of fat backs in Hungary and these are going to nearby states, chiefly Poland. American fat backs are not being sold in Austria at the present time, because of disparity in prices with Austrian and Hungarian fat backs.

In Jugoslavia there is a marked shortage of both lard and hogs, and it is believed that a market will soon develop there for both steam and refined American lard. Considerable talk is heard of the alleged intention of the Jugoslavia government suspending the duty on lard for a

couple of months to overcome the lard shortage. Whether this will actually transpire it is impossible to say.

Poland's Situation Improving.

During the past month the situation in the lard market in Poland has been steadily improving, and demand has been heavy, but supplies are as usual limited by the import restrictions, the more so since the contingent being established by quarters, available supplies usually taper off sharply during the last month of each quarter.

For the last quarter, however, information has been received that the Ministry of Industry and Commerce has ordered that lard import permits be granted without regard to the contingent, which means that shipments will be practically unrestricted, and prices will probably fall.

This has resulted from loud protests from Katowice, Lodz, and other industrial centers over the shortage of this article of first necessity and also from the fact that speculation has been rife, and has created unhealthy conditions in the trade to the detriment of the consumer.

This action on the part of the ministry will now stabilize the market and will eliminate a lot of irregular import practices, such as the delivery of American lard by way of Latvia with consequent increase in price, simply because Latvia by some sort of a compensation arrangement has been able to secure a generous import contingent from the Polish authorities.

The relative position of American and Dutch lard continues about as formerly. According to some contacts, however, there is a tendency on the part of some larger and better dealers to concentrate on American lard and to leave the handling of the Dutch article, in any considerable quantities at least, to others.

Czechoslovakia Demand Better.

Demand for American lard in Czechoslovakia was more satisfactory than heretofore, but sales have been checked by rising prices. Competition of Hungarian, Jugoslavian, Dutch, and Danish lards has not affected American business.

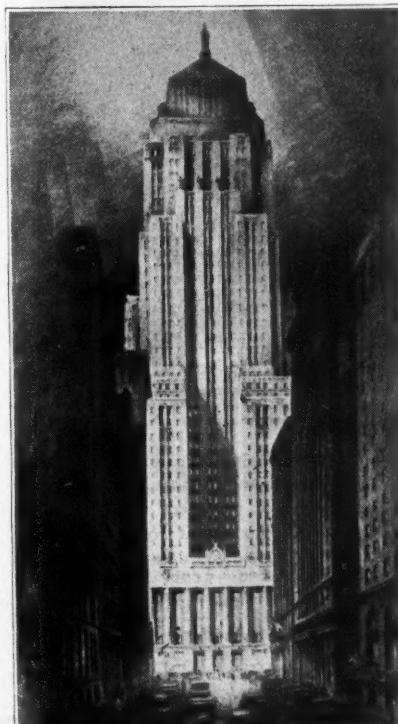
DANISH HOG CENSUS.

Preliminary figures covering the Danish annual hog census taken on July 15, 1927, have recently been made available and while the final summary might bring slight changes in certain details, the totals will undoubtedly remain approximately the same, says the United States Department of Commerce. The census shows an increase in the total number of hogs from 3,122,000 in July of 1926 to 3,728,500 on July 15, 1927, thus revealing a gain of no less than 600,000, bringing the Danish hog population to a new record figure. In July, 1925, the hog population of Denmark was 2,517,087.

The Danish production and export of bacon, as a natural result of the above increase in the number of animals, has shown a steady rise. The exports of bacon during the first seven months of the current year have aggregated no less than 169,010 tons as compared with 122,257 tons last year.

As to production in the immediate future, it appears that a certain limited decline in bacon production will probably take place during the next few months, but apparently this may not be anticipated to be a forerunner for a general material decline.

Of late the opinion has been expressed rather frequently among Danish farmers that bacon production had reached a peak figure and that a further increase would tend so seriously to demoralize the market as to make it practically necessary for the Danish cooperative organizations to work for a restriction production.



NEW HOME FOR BOARD OF TRADE

The board of directors and the building committee of the Chicago Board of Trade have approved the new building plans, and a vote of the membership will be taken soon on the project.

Plans call for the immediate construction of the building, which will be 40 stories high and cost in the neighborhood of \$10,000,000. The main part will be 22 stories high and the tower 18 stories.

The pit will be on the third floor, and will measure 135 by 165 feet, with a ceiling 60 feet high. The 37 floors above the pit will be for general office purposes.

The plans call for the building to be built of limestone on a granite base, and it will harmonize with the nearby skyscrapers which have made this part of Chicago so attractive.

TRADE GLEANINGS.

The Abilene Cotton Oil Co., Abilene, Tex., has increased its capital stock from \$300,000 to \$500,000.

The sausage plant of Copeland Bros., Valdosta, Ga., is being moved to quarters especially prepared for it in the Valdosta abattoir.

Small damage was done to the plant of the Bell Packing Co., Indianapolis, Ind., by fire recently. The loss was confined to one truck and the garage.

The Lakeview Packing Co. has recently built and occupied a new boning-out plant at 1238 George street, Chicago, Ill. The capacity of the plant is 500 cattle a week. The establishment is under federal inspection and is in charge of Joe Bloom.

The Oleander Packing Co., Galveston, Tex., is planning the erection of a new building two stories high in which will be housed the sausage department and the ham and bacon departments. The older building of the company, damaged by fire some time ago, is being repaired.

The Globe-El Paso Cotton Oil Co. is constructing a cotton oil refinery at El Paso, Tex. The building will cost about \$12,000 and the equipment slightly more. This winter cotton oil will be refined, but next year cooking oil, salad dressing and similar products will be manufactured.

Work which when completed will entail an expenditure of about \$20,000 is being carried out at the Sapperton stockyards, New Westminister, B. C., Canada, of Frye & Co., Seattle, Wash., packers. The feeding capacity of the yard will thus be brought up to 2,100 head of livestock. The bulk of the stock fattened at the Sapperton yards is sent to the plant of the company at Seattle to be slaughtered.

BRITISH LIVESTOCK CENSUS.

The prospects for larger British supplies of pork from domestic and Irish sources are indicated in the last census of these countries. England, Ireland, Scotland and Wales show increases in all classes of livestock this year as compared with 1926, according to the U. S. Department of Commerce.

In the case of England, Wales, Scotland and Northern Ireland, there has been an increase in the number of cattle of 58,943 head, of 502,890 head of sheep, and 605,374 pigs. The number of sows for breeding and pigs under 6 months of age, especially show a large increase, indicating the intention of the British farmer to further strengthen his hold upon the local fresh-meat trade.

From northern Ireland information has been received from an authoritative source to the effect that the increase in pig production is due entirely to the better prices producers received during the latter part of 1926 and the early part of 1927.

NEW JAMISON SALES HEAD.

Announcement of the appointment of F. M. Aday as general sales manager for the recently combined Jamison Cold Storage Door Company, Hagerstown, Md., and the Stevenson Cold Storage Door Company, Chester, Penn., is made by J. V. Jamison, Jr., president of the consolidated companies.

Mr. Aday's personal contact with the field dates back almost two decades. In 1908 he looked his first buyer in the eye as one of the Western representatives of the Fred W. Wolf Company, Chicago, manufacturers of refrigerating machinery. Following a successful period of service in the middle Western states, he was sent East to New York City to become their general Eastern representative.

In 1914 he went to the De La Vergne Machine Company, New York City, as manager of their Boston office, and a year later was transferred to Philadelphia.



F. M. ADAY.

General Sales Manager Jamison Cold Storage Door Co. and Stevenson Cold Storage Door Co.

From 1918 until October 1st of this year Mr. Aday has been in charge of the Eastern sales staff of the Arctic Ice Machine Co., with headquarters at New York City. His steady progress has now culminated in his appointment as general manager of sales for the two largest and oldest manufacturers of cooler and freezer storage doors and allied products in the world. Mr. Aday is a director of the American Society of Refrigerating Engineers.

The sales activities of the Jamison Cold

Storage Door Company and the Stevenson Cold Storage Door Company, which as recently announced, were merged on August 19, will both be under Mr. Aday's supervision. In addition he will become assistant and advisor to Mr. J. V. Jamison, Jr., in matters relating to purchasing, production and factory operation. His headquarters will be at the offices of the Jamison company at Hagerstown, Md.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Nov. 7, 1927.—Latest quotation on chemicals and soap makers' supplies:

Extra tallow, f.o.b., seller's plant. 9c lb.; Manila coconut oil, tanks, New York, 8½c lb.; Manila coconut oil, barrels, New York, 10½c lb.; Cochinchina coconut oil, barrels, New York, 10½c lb.

P. S. Y. cottonseed oil, barrels, New York, 12½ to 13c lb.; crude corn oil, barrels, New York, 11½c lb.; olive oil foots, barrels, New York, 10½c lb.; 5% yellow olive oil, barrels, New York, \$1.60@1.70 gallon.

Crude soya bean oil, barrels, New York, 12½c lb.; palm kernel oil, barrels, New York, 9½c lb.; red oil, barrels, New York, 10½@10¾c lb.; lagos palm oil, casks, New York, 8½c lb.; niger palm oil, casks, New York, 7½@7¾c lb.

Crude soap glycerine, casks, New York, 13½@13½c lb.

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending Nov. 3, 1927.

Wholesale prices of 92 score butter, Oct. 27-Nov. 3, inclusive.

| | Oct. 28 | Oct. 29 | Oct. 31 | Nov. 1 | Nov. 2 | Nov. 3 |
|--------------|------------|------------|------------|-----------|-----------|-----------|
| Chicago | 46% | 47 | 47½ | 47% | 47½ | 46% |
| New York | 38 | 47½ | 48 | 48 | 48 | 48 |
| Boston | 47½ | 47½ | 47½ | 47½ | 47½ | 47½ |
| Philadelphia | 40 | 48½ | 48 | 48 | 48 | 48 |

Wholesale prices of carlots—Fresh centralized butter—90 score at Chicago.

| This week. | Last week. | Last year. | Since Jan. 1— 1926. |
|---------------|---------------|---------------|------------------------|
| 43 | 44 | 44½ | 44½ |

Receipts of butter by cities (tubs):

| | This week. | Last week. | Last year. | Since Jan. 1— 1926. |
|--------------|---------------|---------------|---------------|------------------------|
| Chicago | 26,113 | 26,489 | 22,630 | 2,801,828 2,797,957 |
| New York | 43,275 | 43,044 | 41,739 | 3,177,969 3,081,768 |
| Boston | 11,748 | 10,704 | 8,719 | 1,097,773 1,084,365 |
| Philadelphia | 13,773 | 13,251 | 8,803 | 954,295 914,019 |
| Total | 94,900 | 94,588 | 81,891 | 8,031,865 7,858,106 |

Cold storage movement (lbs.):

| | In Nov. 3. | Out Nov. 3. | On hand Nov. 4. | Same week-day last year. |
|--------------|---------------|----------------|--------------------|--------------------------------|
| Chicago | 51,567 | 228,747 | 21,336,393 | 24,025,049 |
| New York | 50,778 | 228,414 | 19,162,425 | 14,361,524 |
| Boston | ... 121,321 | 9,861,791 | 10,248,568 | 10,248,568 |
| Philadelphia | 710 | 67,098 | 3,712,165 | 3,267,233 |
| Total | 103,055 | 645,578 | 54,012,774 | 51,902,384 |

DROP PACKER'S CHARGE.

A charge of violation of the Clayton act has been dismissed by the federal trade commission against the Western Meat Company, San Francisco, and the Nevada Packing Company, Reno, Nev. A director who served both companies resigned and this removed the difficulty.

SWENSON EVAPORATORS-

*The Recognized Standard
for Animal By-Product Liquors*

Swenson Evaporator Company (Subsidiary of Whiting Corporation)

HARVEY, ILL. (Chicago Suburb)

Our Experiment Station at Ann Arbor is equipped to make tests on a commercial scale (under the direction of Prof. W. L. Badger) on problems involving evaporation, crystallization, heat transfer, etc., at a moderate charge.

November 12, 1927.

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Corn, Hogs and Provisions

The government surprised the country this week with a corn crop estimate of more than $2\frac{3}{4}$ million bushels, or 150 million bushels more than October and 106 million bushels above last year.

Close observers have suspected something of the kind, but previous predictions had led the general public to expect

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a big decrease. So much for crop prophets and prognosticators!

In making comparison of corn production since 1909, we find ten crops exceed the figures indicated this year, and eight crops during that period running considerably below the figures for the present crop. However, the average for eighteen previous years was 2,792,450 bushels, which clearly indicates a normal corn crop this year. In addition to the plentiful supply of new corn, farm reserves of old corn are well up, estimated at 111,000,000 bushels.

The government report also shows hogs on farms 4.2 per cent more than one year ago, which is also a normal crop of hogs, but shows a tinge of bearishness when storage stocks of meats and lard on hand at the end of this fiscal year are taken into consideration.

The European situation has not improved, and packers merchandised this year about 150,000,000 pounds of meat through domestic channels which formerly found its way through export channels. Consequently, there must be a greater reduction in the price of live hogs before we can hope to compete with Denmark and other hog-producing countries in Europe from a price standpoint. Surely packers would not attempt to compete with these countries on the present quality of live hogs coming to market.

Certain packers claim that they can see a slight improvement in the quality of hogs recently, and it may be their records will substantiate their statement. Perhaps more credit should be given to the men buying the hogs for these concerns.

In view of the plentiful supply of new and old corn and better quality than for many years, it is hard for the casual observer to understand why there have been so many unfinished hogs sent to market. Feeding operations are profitable, even though the price of corn is considerably higher than last year.

On the other hand, it is rather difficult to understand the packers' attitude in buying poor quality hogs, as they are costly at any price. Window displays in meat markets are demonstrating poor quality product, "skippy" bacon being conspicuous—which, of course, is a reflection on the packing industry.

Recent aggressiveness in hog buying did not bring the desired results, but it did succeed in reducing the cost of live hogs approximately 2c from the peak in prices for the present movement.

But the product broke sharply, and packers seemed to lose control of provisions. The market in almost all sec-

tions of the country appears to get little support from trade interests, as they prefer to wait until packers buy hogs around 8c before buying liberally, either for prompt or deferred shipment.

In view of the fact that prices of provisions are generally low, and in all probability would not be influenced or depressed to any great extent by the future action of the hog market, it might be wise for the packer to continue on his journey and follow the plan that seems to be the only solution for a successful year in 1928.

This is to buy hogs at a price that will allow him to ship surplus products to Europe and maintain domestic prices well in line with the cost of live hogs. In this connection emphasis is laid on the cost of finished hogs, and the very substantial discount for the unfinished hogs which have been coming in such great numbers for the past several months.

Broadcasting Meat Facts

The price of a thing does not determine its value.

A cut of meat may sell higher than an equal weight of some other food that purports to take its place. But the chances are that the dollar spent for meat will give the customer more food elements necessary to maintain health and strength than the same amount spent for the other food.

However, this fact is of little value to the consumer if he does not know it.

There has been too much "bunk" disseminated about foods and food values. Much of this has not been in accordance with facts, and has worked an injustice to the meat industry and to the public. It has "gone over" because the meat interests have not been as active in telling their side of the story as the others have been in putting over their claims.

A few agencies in the meat trade—notably the Institute of American Meat Packers and the National Livestock and Meat Board—have been putting the facts on meat before the public. Their work has been helpful, but much remains to be done.

More extensive educational efforts to acquaint the public with the truth about meat would be valuable in offsetting the false ideas that have been created, and giving to the people information they should have to get the greatest values for their food dollars.

The evidence on the side of meat is overwhelming. Facts by recognized authorities abound. The problem is not one of working up a case, but rather of presenting it. Many in the industry are convinced that it would be very much worth while to make the effort.

November 12, 1927.

PRACTICAL POINTS FOR THE TRADE

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Sausage From Whole Hog

A Northern sausage maker slaughters his own hogs and wants to use the entire hog in a high-grade pork sausage. He says:

Editor The National Provisioner:

I am interested in making a high-grade pork sausage in which I would use hams, loins and all the meat on a hog that is fit.

Taking a 200-lb. prime hog, how much good meat can be used for sausage after the bones, hide, hair, blood, etc., is taken off?

How much lard would there be?

I will appreciate any information you can give me.

The inquirer is desirous of making a high grade pork sausage in which he could use all the meat on a hog that is fit. The amount of meat that can be used for this purpose after the hog is boned is rather difficult to determine, due to the fact that there are many different breeds of hogs which will throw considerable more lean than other inferior grades.

One packing house expert says:

From a good grade of hogs, preferably Berkshire or Poland China, approximately the following percentages would be obtained:

| | |
|------------------------------|------|
| Lean meat | 44 % |
| Fats | 31 % |
| Bones | 7½% |
| Kidney fat or leaf lard..... | 5½% |
| Skins | 3½% |
| Heads and feet | 8¾% |

Fats if rendered will yield 78 per cent into lard, bones about 15 per cent and kidney fat about 94 per cent.

Heads will probably yield about 2½ per cent of lean meat to be used in sausage; the balance to be rendered into lard at about 37 per cent yield.

Another Estimate of Yields.

An expert sausagemaker figures it a little differently. He says:

From a 200-lb. hog the inquirer should get 160 lbs. of meat, including skin, head, legs, leaf lard and bone, which cannot be used in the manufacture of pork sausage, and which total approximately 40 lbs.

The liver, heart, blood, etc., which may be used in the manufacture of various sausage specialties and by-products, would weigh approximately 40 lbs.

Therefore, the inquirer would have approximately 120 lbs. of meat for pork sausage from a hog weighing 200 lbs.

There would be from 6 to 8 lbs. of leaf lard from a hog weighing 200 lbs.

Make Hams, Bacon and Loins

Still another sausage authority gives this opinion:

The inquirer wants to make a high grade sausage out of the whole hog. This would be a rather expensive pork sausage, and would be no better than a pure pork sausage made out of all pork trimmings.

It would be more profitable for the inquirer to cure his hams and bacon, and sell the pork loins fresh.

To use hams and shoulders for sausage, it would be necessary to cut off the shanks, as this meat is full of sinews, and is therefore undesirable for the manufacture of a

high-grade pork sausage. Fresh bacon bellies, seedless, are desirable, but expensive. The head cannot be used.

Materials for Pork Sausage.

A high-grade pork sausage can be made from shoulder (shanks removed), Boston butts, fat backs, belly trimmings, or whole bellies. The proportion of fat to lean should be about 50-50.

For 100 lbs. of meat, ground through the 1-inch plate of grinder, use

| |
|---------------------------|
| 3 lbs. crushed ice |
| 2 lbs. salt |
| 4 oz. sugar |
| 6 oz. ground white pepper |
| 1 oz. ginger |
| 2 to 4 oz. rubbed sage. |

Mix meat and spices in mixer for not longer than 1 minute, and grind through the $\frac{1}{8}$ inch plate of grinder. From the mixer the product is delivered direct to the stuffing machine and stuffed in sheep or hog casings. Link 4 inches long.

After sausage is stuffed and linked move to a cold cooler. The product is packed the next morning in 1 to 5-lb. cartons.

Meat Loaf Methods

An Eastern provision dealer is interested in making a first-class meat loaf, and asks some information regarding a formula for this product which was published in THE NATIONAL PROVISIONER of August 27, 1927. He says:

Editor The National Provisioner:

I notice your formula for meat loaf in this week's issue of THE NATIONAL PROVISIONER. It states that 5 lbs. of cereal or 5 lbs. of cracker meal should be used.

What is meant by cereal? We always considered the cracker meal a cereal.

What per cent of ice per 100 lbs. of meat do you recommend for satisfactory results?

When fresh meat is used, will it be necessary for it to stand a day or so in the cooler to cure before baking, or don't you recommend chopping the fresh meat?

I notice you recommend the use of more cracked

Frankfurt Costs

Are your frankfurts making money for you?

The only way to know is to make frequent tests. Cost of materials is likely to change overnight, and will cause a lot of trouble if you don't know at all times just what it costs you to make them.

THE NATIONAL PROVISIONER'S Revised Sausage Test Card will help you in your figuring. Send for a supply on the coupon below:

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Please send me Sausage
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quantities at cost.

ice and not to use powdered milk in order to improve the color. I was of the opinion that in using the powdered milk I could add more ice and not get the real red color and have a solid finished product.

Our loaves are baked in a stationary oven instead of a revolving oven, and when there is too much heat, say around 250 degs., when nearly finished they raise high and crack open.

Do you think there is not enough water or pork added, and is the mass made too stiff? Should the mass be very stiff before being put in pans, or should it be worked out to a soft consistency?

I want to make a real meat loaf, and any help you can give will be much appreciated.

The formula for meat loaf published in THE NATIONAL PROVISIONER of August 27, 1927, is a very satisfactory one for this inquirer to use, if he wants to turn out a high-class product.

As to the difference between cereal and cracker meal, cereal is a processed flour while cracker meal is simply ground crackers. Either is quite satisfactory.

Regarding moisture, it is customary in many places to use about 20 per cent of cracked ice, in either case, to each 100 lbs. of meat, in order to obtain the best results.

Inasmuch as the extreme heat in the bake-oven will absorb the excess moisture, just sufficient quantity should be used, depending on the absorption of the meat. In fact, all meats will not absorb without losing considerable moisture during the baking. This varies from time to time, according to the quality of the meat.

In regard to using fresh meats, this is more satisfactory for meat loaf. It is not necessary to let it remain in the cooler over night, providing the amounts of sugar and nitrate of soda specified in the formula are used.

Of course, holding overnight in pans helps the meat to knit and bind, and to develop a little more color. However there is some danger in carrying this mixture of meat, flour and water over night in the cooler, where temperatures are not controlled.

Powdered milk is used extensively in certain sections of the country, but in other sections it has been used with less success, a combination of cereal and water being used instead.

Revolving Oven Best for Baking.

The inquirer bakes his meat loaves in stationary ovens. These ovens have some advantage in the way of eliminating repairs over the revolving ovens. However, the product does not get the circulation of air that is helpful in developing color, and this is, no doubt, why the loaves crack from the intense heat.

If a revolving oven were used there would be less trouble of this kind.

It is suggested that sugar and water be used over the top of the loaves when going into the oven, and during the last hour in the oven it is well to occasionally apply sugar and water. When removed from the oven apply more sugar and water on the top of the loaves to keep the product moist, and prevent breakage as much as possible.

The meats should be of a certain consistency—not too solid or too thick, just medium—before putting in the pan.

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Handling Pork Rinds

How should pork rinds be prepared and made ready for sale, and how should they be handled to remove all of the fat?

A packer is seeking information on these subjects. He says:

Editor The National Provisioner:

Recently we have had trouble with our pork rinds. On a number of shipments made we have received complaints because the weight was short and the rinds carried too much grease.

We are derinding with machine. The rinds are placed in bundles weighing 21 lbs. salted and placed in the cooler and held until a sufficient number have accumulated to ship.

We recently made one shipment of 930 bundles. These were billed at 20 lbs. per bundle. On their arrival the weight was short 726 lbs. and the shrinkage was 27 per cent after the grease had been removed.

We are at a loss to account for this great difference. We feel that a shrink of 1 lb. per bundle of 20 lbs. is a good allowance. We have our machine set as close as possible to remove the rinds without tearing or cutting holes.

It is not our intention to leave a surplus of grease on the rinds, as it is valuable to us. Any assistance you can render us will be very much appreciated.

Success in derinding pork rinds and removing all surplus fat will depend in large measure on the condition the rinds are in during the derinding process.

When using a derinding machine it is difficult to remove all the fat if it is cold and hard. If the fat is soft it will pull out cleaner, but somewhat more labor and room will be required to do the work.

It is suggested to this inquirer that, after removing the rinds by machine, they be put in warm water until they are soft and pliable.

When they are taken out of the water they should be assorted as to size, when such rinds as carry excess fat should be put to one side. These can then be treated further with a bell scraper or a draw knife to remove this excess fat. The amount of fat recovered will more than pay for the extra labor of the additional treatment.

In some meat packing plants a derinding machine is used first. The rinds are then soaked in warm water and run through a scraper something on the order of a wood planer. The rinds are then placed in a soaking vat for washing and cleaning, and lastly on a screen to drain. They are then trimmed and assorted.

Some of the rinds are salted and put up in bundles. The cleanest and whitest are packed in parchment-lined wooden boxes and frozen fresh.

Curing Dry Salt Meats

A curer in Ohio asks for information on salt pork. He says:

Editor The National Provisioner:

Will you please give me detailed information on the curing and drying of dry salt sides, commonly known as salt pork?

Rub all the surfaces of the meat with fine salt and then place in piles in a properly insulated curing room which is held at a temperature of 36 to 40 degs. F. The proportion is 6 to 7 lbs. of salt per hundred-weight of green meat. When piled, put wet salt on all unsalted surfaces which may be exposed and fill in all seams. This will help to exclude the air.

Following is the schedule for overhauling:

First overhauling, 6 to 8 days of age;

second overhauling, 18 to 20 days of age; third overhauling, 35 to 40 days of age. Subsequent overhaulings, every 40 days thereafter until product is thoroughly cured.

When resalting, enough salt is to be added to the product so that it will carry 5 to 7 per cent salt in the pile. Just as much care should be taken in seeing that all surfaces are covered as when putting down green meats.

Neck fats should be leached in 100 degs. plain pickle for from 8 to 10 days before placing in salt, for the reason that there are usually blood stains on the cut surface. When finished leaching bulk the neck fats heavily with moist salt, and keep completely covered with moist salt and do not overhaul.

Smoking in Stockinette

A Middle West packer desires information concerning smoking hams in stockinette. He says:

Editor The National Provisioner:

We will be very grateful if you will send us some information on the method used in placing stockinette on hams.

Also the best method to be used in smoking hams in stockinette.

Not every packer is familiar with the best way to use stockinette on ham. It is recommended that before putting the stockinette on the ham that it be thoroughly wet. The sewed end of the bag is to be pulled over the shank or bone end, and pulled down tightly and tied at the flank.

It has been found that, by wetting the stockinette before putting it on the ham, the bag in the smokehouse will dry out and shrink and draw the meat closer to the bone.

There is a machine on the market which is used in connection with putting stockinette bags on hams. This is used where the packer smokes a large volume of hams per day. With the use of the machine he may simplify his operation.

Dry Cured Bacon

Fancy dry-cured bacon is always in brisk demand. It is especially well suited for selling sliced in cartons, and appeals to the trade that demands a high grade product.

It is not difficult to make, if you know how.

Complete directions for making this fancy product have been prepared by THE NATIONAL PROVISIONER, and may be had by subscribers by filling out and mailing the following coupon, together with a 2c stamp:

The National Provisioner,
Old Colony Bldg., Chicago.

Please send me formula and directions for making Fancy Dry Cured Bacon.

Name

Street

City State

Enclosed find 2c stamp.

Operating Pointers

For the Superintendent, the Engineer
and the Master Mechanic

BUYING POOR MACHINERY.

By W. F. Schaphorst, M. E.

It is not uncommon for some buyers to complain about their machines being inefficient, after it is too late. They say that they were "stung."

I know of a case of this kind in which the machine used was guaranteed to render a certain performance, but from the start it failed to do so. The guarantee was good for one year only.

Both the manufacturer and user were to blame, I contend, because the machine certainly wasn't "as represented," and the buyer was too lenient. The manufacturer insisted that after a time, when the machine was properly "worn in," it would come up to the prescribed mark. But it never did, and the owner is still waiting.

The year has passed and the guarantee is no longer active. The owner can't hold the manufacturer responsible any more. It is too late.

Of course this does not happen often nowadays, because most reliable manufacturers are willing to make good even after several years, guarantee or no guarantee.

The point I want to make is that there is seldom any excuse for buying inefficient machinery of any kind, unless one sets out to buy something cheap. One can hardly expect a cheap product to be efficient.

Before buying expensive machinery, though, one has several ways of determining beforehand whether or not that machinery will be efficient. Manufacturers are generally willing to make tests before the machine leaves the factory, and at these tests the buyer is allowed to have as many representatives as he wishes.

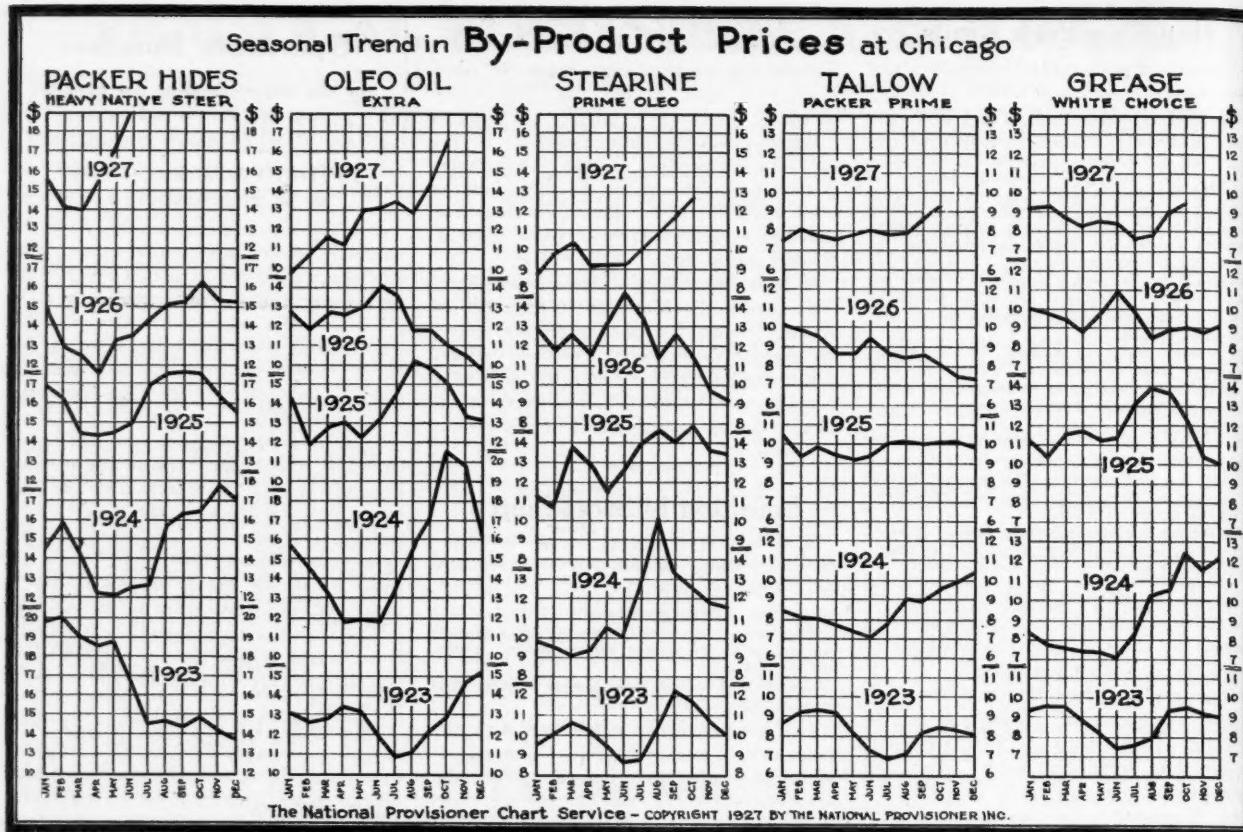
After such tests are made to the full satisfaction of experts, there is seldom any chance that the machines will go wrong or fall below guaranteed performance. It often pays to employ competent experts for the selection of machinery.

Lastly, if the machine doesn't fulfill the guarantee, don't be afraid to ask the manufacturer to make good. Present-day manufacturers are anxious to make good, because they know that any case of poor or unsatisfactory performance means a "black eye" for the manufacturer. And manufacturers don't like black eyes!

DOMESTIC PORK AT LONDON.

September receipts of British and Irish pork at London central markets reached 7,078,000 lbs. against 2,818,000 lbs. for August and 4,043,000 lbs. a year ago, according to the U. S. Bureau of Agricultural Economics. The September figure is probably a record one, the next largest coming in December, 1926, at 7,052,000 pounds. Pork from other sources is still scarce, however, with total September supplies from all sources reaching only 7,739,000 lbs. against 10,792,000 lbs. in September, 1925.

Liverpool stocks of hams, bacon and shoulders on Sept. 30, at 3,976,000 pounds, were slightly larger than on Aug. 31. Lard stocks, however, declined 434,000 pounds to 2,757,000 lbs., against 4,939,000 lbs. last year.



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of prices of the major by-products for the first ten months of 1927, with comparative trends for the four years previous.

Packer Hides.—During the last week in September trading in the packer hide market started off easier, with a $\frac{1}{2}c$ decline on branded stocks. However, before the end of the week the market firmed up on news of higher prices in the South American market, and the loss was regained. The market on heavy hides thereafter advanced steadily during October, heavy native steers selling at 22c at the end of September and moving up to $23\frac{1}{2}c$ paid and bid for more at the close of the month, at the highest point for the past seven years.

Light cows eased off 1c around middle of the month, with slaughter running largely to that variety. They were then well cleaned up to current kill and have since regained $\frac{1}{2}c$ of the loss. Heavy branded steers have been in light supply and strong demand from sole leather interests. The slaughter of cattle has been disappointing, the total kill for the year at the principal markets to the end of September showing a decrease of around 400,000. Killers have kept hides closely sold up to current kill.

Oleo Oil.—Selling prices have advanced steadily on extra oleo oil and the market at the present time is closely sold up. Foreign buyers have bought liberally and are still in the market for good qualities at the advanced price.

Prime Oleo Stearine.—This market has been quiet but relatively firm.

Selling prices have ruled steady.

Tallow.—Prime packers' tallow has been one of the strongest items on the list. Production has been rather light and supplies scarce. The closely sold up position of the large packers has made a very excellent market for the outside producer, and occasionally soap makers come in and purchase the entire surplus of large packer producers, resulting in high prices.

Choice White Grease.—This market has ruled relatively strong compared with other pork fats. The very liberal arrivals of unfinished hogs has resulted in a light production. Prices have been practically on a soap-kettle basis compared with a good foreign demand, which has kept the market in a closely sold up position. Demand at the present time exceeds the supply.

CANADIAN MEAT IMPORTS.

Imports of meats and lard into Canada during September, 1927, with comparisons for the same month last year, were as follows, according to information received by the U. S. Department of Commerce:

| | Sept., 1927, | Sept., 1926, |
|--|--------------|--------------|
| | lbs. | lbs. |
| Beef, fresh..... | 11,257 | 8,029 |
| Mutton and Lamb, fresh..... | 60,763 | 25,336 |
| Pork, fresh..... | 14,225 | 14,220 |
| Other meats, fresh..... | 3,175 | 3,837 |
| Bacon, hams, shoulders and sides, cured..... | 298,959 | 102,876 |
| Beef, pickled..... | 6,450 | 15,600 |
| Pork, in brine..... | 848,300 | 1,131,020 |
| Pork, dry salted..... | 107,353 | 60,675 |
| Sausage..... | 47,688 | 44,184 |
| Other meats, salted, n.o.p..... | 3,342 | 3,943 |
| Lard..... | 5,735 | 123,204 |
| Lard compounds..... | 181,018 | 41,213 |

What are the characteristics of neutral lard, and for what is it used? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Nov. 5, 1927, are reported officially as follows:

| Point of origin. | Commodity. | Amount. |
|------------------------------------|-------------|---------|
| Canada—Quarters of beef..... | 2,082 | |
| Canada—Lamb carcasses..... | 150 | |
| Canada—Hog carcasses..... | 479 | |
| Canada—Frozen beef livers..... | 22,422 lbs. | |
| Canada—Bull beef..... | 37,318 lbs. | |
| Canada—S. P. hams..... | 15,575 lbs. | |
| Canada—Pork cuts..... | 11,710 lbs. | |
| Germany—Sausage in tins..... | 6,494 lbs. | |
| Germany—Smoked hams..... | 88 lbs. | |
| Germany—Meat products in tins..... | 468 lbs. | |
| Argentina—Canned corned beef..... | 36,100 lbs. | |
| Argentina—Jerked beef..... | 6,550 lbs. | |
| Ireland—Smoked bacon..... | 2,212 lbs. | |
| Norway—Meat products in tins..... | 858 lbs. | |
| Spain—Blood pudding in tins..... | 2,400 lbs. | |
| Italy—Sausage..... | 191 lbs. | |
| Italy—Hams..... | 90 lbs. | |
| Italy—Smoked hams..... | 13 lbs. | |
| Hungary—Sausage..... | 580 lbs. | |
| Holland—Smoked hams..... | 2,274 lbs. | |
| Holland—Sausage in tins..... | 88 lbs. | |

GERMAN PORK SUPPLIES.

German domestic hog receipts and slaughter for September were under August figures, but in both cases they were nearly 100,000 head above 1926, according to preliminary advices cabled to the U. S. Bureau of Agricultural Economics.

Receipts at 14 markets reached 301,000 head, a decrease of 26,000 head below August figures. Slaughter at 36 centers totaled 367,000 head, or 21,000 head below the preceding month. Imports of both bacon and lard gained in September, bacon reaching 937,000 pounds. That figure was more than twice the August total, but over 1,000,000 pounds less than for September, 1926. Lard imports, at 14,771,000 pounds, were only slightly above August, but more than 3,000,000 pounds under last year.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Trade Quiet—Prices Steady—Hog Receipts Smaller—Shipping Demand Fair—Exports Still Light.

The past week has shown rather unimportant developments in the provision market both for hogs and hog products. The shipping demand for hogs have been fair, taking a steady run off the market, and there has been a moderately good movement out of cash product.

The shipments of cured meats for the week were 7,000,000 lbs. in excess of last year, although there was a decrease in the shipments of fresh meat. Shipments of lard from Chicago were more than double the total of last year. The steadier tone in the future market has brought a little more confident feeling into the situation, although there is an absence of general demand which is somewhat disappointing.

During the past week the statement of the total product stock at the leading points of the country has come in for a good deal of discussion. The decrease in the stock of meats of 57,000,000 lbs. has brought the grand total in the country down to about 30,000,000 lbs. in excess of last year. The decrease in the stocks of lard has also been important and the total of 54,000,000 lbs. compares with 37,000,000 lbs. a year ago. This is less than a month's distribution for the country and should prove a steady factor in the market, but for the disposition to expect a larger movement of hogs.

Hog Prices Steady.

Hog prices have ruled quite steady during the week, but compared with last year are very disappointing, showing a loss of 3c a pound. On the feeding situation, with December corn around 85c compared with 69c last year and the price of hogs 3c a pound under last year, shows a most decided change in the corn-hog ratio against the interest of the feeder.

There is the usual claim that the conditions are such that the country will merchandise its hogs regardless of the price, yet the country keeps on raising hogs.

The expected heavy fall movement, which gave promise of materializing at times last month, has not developed in the expected way, and this is proving somewhat of a disappointment. From the reports which were current, there were claims made that the receipts in November would assume a total which would be difficult to take care of. So far the movement has been under the corresponding time last year, possibly due to the fact that prices are so much under last year.

The relation of hogs and products is really quite interesting. With hogs selling below 9½c, as against a little under 12½c last year, lard is about the same price as last year, and ribs only about ¾ of a cent under last year. This makes a so much better situation for packing interest and producers of lard that there may be some little tendency to make lard

more freely owing to the relative position of the price.

Export Demand Moderate.

The export movement of products for the week was about 3,000,000 lbs. more than last year, while the shipments of meats were about 3,000,000 lbs. less than last year. The export movement is so comparatively moderate that it has largely ceased to be a factor in the situation although the amount taken out is just about enough to be a steady influence.

The statement of Chicago packing is rather disappointing this year, but the small amount of business reported so far is not expected to be an indication of the general condition, but rather one of the local situation and in comparison with a larger number of days last year.

On Wednesday there was a little easier tone to the entire market, due in part to the break in cottonseed oil at N. Y. The report estimated a cotton crop larger than was expected and showed the effects of the better weather conditions for picking. The cotton market broke over a cent a pound and the oil market broke over one-quarter of a cent. This brought some sympathetic selling into the lard market and a moderate easing in price.

The Government report of the corn crop has been looked forward to with a great deal of interest. Reports generally point to a fairly satisfactory condition of live stock in the leading producing states. There are very few complaints of disease of any kind and the weather conditions have been such that the losses are not considered as a factor this season. The open fall has made for excellent pasturing conditions and saved a good deal of feeding which might otherwise have been necessary both to cattle and hogs.

[Comment on the crop report will be found on page 31.]

PORK—The market was firm, but trade in the east was quiet.

At New York mess quoted at \$34.50; family, \$40.00@43.00; fat backs, \$32.00@35.00. At Chicago, mess was quotable at \$28.00.

LARD—Domestic trade was fair, but export demand quiet. Prices were nervous, fluctuating with futures. At New York, prime western was quoted at \$12.65@12.75; middle western, \$12.45@12.55; city, 12½@12½c; refined continent, 13¾c; South America, 14½c; Brazil kegs, 15½c; compound, car lots, 13½c.

At Chicago regular lard in round lots was quoted at December price; loose lard, 2½c under December; leaf lard, 10c under December.

BEEF—The market was firm with available supplies at New York light. Mess was quoted at \$21.00@23.00; packet, \$23.00@24.00; family, \$26.00@28.00; extra India mess, \$36.00; No. 1 canned corned beef, \$3.00; No. 2, \$5.25; 6 lbs. \$18.50; pickled tongues, \$55.00@60.00 nominal.

SEE PAGE 41 FOR LATER MARKETS.

EUROPEAN PROVISION CABLES.

The market at Hamburg was rather quiet, says J. E. Wrenn, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the U. S. Department of Commerce. Receipts of lard for the week were 1,600 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 106,000, at a top Berlin price

of 14.92c a pound, compared with 72,000 at 17.95c a pound, for the same week last year.

The Rotterdam market was not reported this week.

The market at Liverpool was dull, stocks were medium and consumptive demand good for all pork products, including lard.

The total of pigs bought in Ireland for bacon curing was 34,000 for the week.

The estimated slaughter of Danish hogs for the week ending Nov. 4, 1927, was 103,300.

| | | HAMBURG. | Demand. | Prices |
|--------------------|--------|--------------|--------------|---------------|
| | Stock. | | | cents per lb. |
| Refined lard | Med. | Med. | Med. | @14.40 |
| Fat backs | Exh. | Poor | | * |
| Frozen pork livers | Lt. | Good | Med. | @ 7.26 |
| Extra oleo oil | Exh. | Med. to Good | Med. to Good | * |
| Extra oleo stock | Exh. | Med. to Good | Med. to Good | * |

LIVERPOOL

| | | LIVERPOOL | Consumptive | 18.45@19.53 |
|--------------------|--------|-------------|-------------|-------------|
| | Stock. | | | 18.01@19.10 |
| Hams, AC, light | Med. | Consumptive | 18.45@19.53 | 18.01@19.10 |
| Hams, AC, heavy | Med. | Nom. | Nom. | Nom. |
| Hams, long cut | Med. | Demand | 16.93@18.23 | 16.93@18.23 |
| Cumberland, light | Med. | | 16.93@18.23 | 16.93@18.23 |
| Cumberland, heavy | Med. | | 14.76@15.62 | 14.76@15.62 |
| Square shoulders | Med. | | 14.76@15.19 | 14.76@15.19 |
| Picnics | Med. | | 17.70@18.68 | 17.70@18.68 |
| Clear bellies | Med. | | 8.84@14.76 | 8.84@14.76 |
| Refined lard boxes | Med. | Good | Good | Good |

*Not quoted.

PORK PRODUCTS EXPORTS.

Exports of pork products from the principal ports of the United States during the week ending Nov. 5, 1927, with comparisons, are reported by the U. S. Department of Commerce, as follows:

| | Total | Nov. 5, 1927. | Nov. 6, 1926. | Oct. 29, 1927. | Nov. 5, 1927. | Jan. 1, 1927. |
|---|--------|---------------|---------------|----------------|---------------|---------------|
| | M lbs. | M lbs. | M lbs. | M lbs. | M lbs. | |
| HAMS & SHOULDERS, INCLUDING WILTSIRES. | | | | | | |
| Total | 959 | 1,266 | 1,102 | 103,166 | 403 | |
| To Belgium | | | | | | |
| United Kingdom | 917 | 1,186 | 959 | 87,329 | 87,329 | |
| Other Europe | 13 | 63 | 15 | 819 | 819 | |
| Cuba | | | 64 | 5,772 | 5,772 | |
| Other countries | 29 | 117 | 64 | 8,843 | 8,843 | |

BACON, INCLUDING CUMBERLAND.

| | Total | Week ending | to | | | |
|---|-------|-------------|---------|----------|---------|---------|
| | | Nov. 5, | Nov. 6, | Oct. 29, | Nov. 5, | Jan. 1, |
| | | 1927. | 1927. | 1927. | 1927. | |
| HAMS & SHOULDERS, INCLUDING WILTSIRES. | | | | | | |
| Total | 839 | 3,014 | 2,048 | 97,065 | 403 | |
| To Germany | 5 | 470 | 50 | 161,501 | 161,501 | |
| United Kingdom | 720 | 1,776 | 1,119 | 48,317 | 48,317 | |
| Other Europe | 93 | 748 | 825 | 18,684 | 18,684 | |
| Cuba | | | 1 | 16,539 | 16,539 | |
| Other countries | 21 | 20 | 53 | 6,280 | 6,280 | |

LARD.

| | Total | Week ending | to | | | |
|-----------------|--------|-------------|---------|----------|---------|---------|
| | | Nov. 5, | Nov. 6, | Oct. 29, | Nov. 5, | Jan. 1, |
| | | 1927. | 1927. | 1927. | 1927. | |
| LARD. | | | | | | |
| Total | 10,181 | 9,483 | 10,705 | 572,053 | 572,053 | |
| To Germany | 1,869 | 3,997 | 2,336 | 161,501 | 161,501 | |
| Netherlands | 381 | 258 | 413 | 34,440 | 34,440 | |
| United Kingdom | 5,612 | 2,496 | 4,403 | 186,355 | 186,355 | |
| Other Europe | 629 | 655 | 389 | 40,167 | 40,167 | |
| Cuba | 511 | 1,172 | 2,162 | 66,496 | 66,496 | |
| Other countries | 1,120 | 915 | 1,022 | 85,133 | 85,133 | |

PICKLED PORK.

| | Total | Week ending | to | | | |
|----------------------|-------|-------------|---------|----------|---------|---------|
| | | Nov. 5, | Nov. 6, | Oct. 29, | Nov. 5, | Jan. 1, |
| | | 1927. | 1927. | 1927. | 1927. | |
| PICKLED PORK. | | | | | | |
| Total | 199 | 452 | 337 | 24,387 | 24,387 | |
| T. U. Kingdom | 6 | 5 | 45 | 3,955 | 3,955 | |
| Other Europe | | | 45 | 922 | 922 | |
| Canada | 111 | 391 | 154 | 5,712 | 5,712 | |
| Other countries | 82 | 16 | 138 | 13,797 | 13,797 | |

TOTAL EXPORTS BY PORTS.

WEEK ENDING NOV. 5, 1927.

| | Hams and shoulders, M lbs. | Bacon, M lbs. | Lard, M lbs. | Pickled pork, M lbs. |
|--------------|----------------------------|---------------|--------------|----------------------|
| Total | 959 | 839 | 10,131 | 199 |
| Boston | | | 253 | 3 |
| Detroit | 461 | 235 | 2,515 | 54 |
| Port Huron | 422 | 95 | 1,007 | 56 |
| Key West | b | b | b | b |
| New Orleans | 21 | 3 | 1,045 | 82 |
| New York | 35 | 506 | 4,406 | 4 |
| Philadelphia | | | | 6 |

DESTINATION OF EXPORTS.

| | Hams and shoulders, M lbs. | Bacon, M lbs. | Lard, M lbs. |
|------------------------|----------------------------|---------------|--------------|
| Exported to: | | | |
| United Kingdom (total) | 917 | 720 | |
| Liverpool | | 328 | 325 |
| London | | 137 | 78 |
| Manchester | | | |
| Glasgow | | 12 | 21 |
| Other United Kingdom | 440 | | 206 |
| Exported to: | | | |
| Germany (total) | 917 | 720 | |
| Hamburg | | 1,869 | 1,869 |
| Other Germany | | | |

November 12, 1927.

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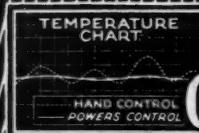
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to
\$495⁰⁰

ported by the U. S. Department of Commerce as follows:

| | Hog Casings, Lbs. Value. | Beef Casings, Lbs. Value. |
|---------------------|-----------------------------|------------------------------|
| Belgium | 5,755 \$5,044 | 76,486 \$6,610 |
| Denmark & Faroe Is. | ..... | 12,495 1,789 |
| Finland | 7,547 1,856 | 10,665 2,640 |
| France | ..... | 71,688 11,523 |
| Germany | 400,266 63,489 | 890,648 96,281 |
| Irish Free State | 537 100 | ..... |
| Italy | 4,265 1,087 | 61,190 9,016 |
| Netherlands | 102,233 15,515 | 78,895 21,780 |
| Norway | ..... | 27,438 4,166 |
| Poland & Danzig | ..... | 27,438 1,694 |
| Portugal | ..... | 499 |
| Spain | 191,618 59,076 | 370,198 25,437 |
| Sweden | 2,505 3,000 | 28,875 2,686 |
| Switzerland | 590 683 | 27,748 3,321 |
| United Kingdom | 112,347 77,208 | 30,157 5,081 |
| Canada | 15,990 8,283 | 5,225 778 |
| Guatemala | 56 55 | ..... |
| Panama | 638 756 | 215 100 |
| Mexico | ..... | 200 10 |
| Bermuda | 1,300 471 | ..... |
| Cuba | 150 76 | 1,060 248 |
| Australia | 61,029 69,405 | ..... |
| New Zealand | 12,651 17,887 | ..... |
| Brit. South Afr. | 9,940 3,108 | ..... |
| Total | 989,987 329,698 | 1,801,233 193,188 |

Exports of other casings: To Denmark and the Faroe Islands, 18,411 lbs.; value, \$1,116. Germany, 34,451 lbs.; value, \$7,284. Italy, 1,302 lbs.; value, \$902. Netherlands, 13,015 lbs.; value, \$1,129. United Kingdom, 6,683 lbs.; value, \$10,870. Canada, 105,552 lbs.; value, \$20,724. Mexico, 98 lbs.; value, \$162.

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Nov. 5, 1927, with comparisons:

| Week ending | Prev. week. | Cor. week. |
|--------------------------------|-------------|----------------|
| Western dressed meats: Nov. 5. | | 1926. |
| Steers, carcasses | 2,141 | 2,435 3,137 |
| Cows, carcasses | 1,107 | 1,091 1,084 |
| Bulls, carcasses | 444 | 459 572 |
| Veals, carcasses | 2,013 | 1,789 2,374 |
| Lambs, carcasses | 10,061 | 9,529 10,485 |
| Mutton, carcasses | 1,190 | 1,614 1,354 |
| Pork, lbs. | 567,257 | 428,407 35,272 |

Local slaughters:

| | | |
|--------|--------|---------------|
| Cattle | 1,700 | 1,912 2,321 |
| Calves | 2,242 | 2,387 2,418 |
| Hogs | 20,208 | 20,575 19,367 |
| Sheep | 5,389 | 6,017 5,854 |

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending Nov. 5, 1927, with comparisons:

| Week ending | Prev. week. | Cor. week. |
|--------------------------------|-------------|-----------------|
| Western dressed meats: Nov. 5. | | 1926. |
| Steers, carcasses | 1,877 | 2,564 2,327 |
| Cows, carcasses | 2,782 | 3,642 2,033 |
| Bulls, carcasses | 13 | 39 42 |
| Veals, carcasses | 1,326 | 1,300 1,486 |
| Lambs, carcasses | 13,698 | 16,841 15,378 |
| Mutton, carcasses | 397 | 528 458 |
| Pork, lbs. | 555,193 | 455,834 402,112 |

Local slaughters:

| | | |
|--------|-------|--------------|
| Cattle | 1,937 | 1,970 2,382 |
| Calves | 1,591 | 1,810 1,866 |
| Hogs | 9,129 | 9,130 10,037 |
| Sheep | 6,517 | 6,647 6,629 |

How much hair does the average hog carcass yield? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—A weaker market featured tallow the past week in the east, extra selling at 9c f.o.b. followed by sales of 200,000 lbs. or more at 8½c f.o.b., a decline of ¼c from the recent highs. A slow demand for the poorer grades, together with a good supply of the latter and a less active demand for extra, tended to bring about the setback. In the main it was the heaviness in the poorer grades that was responsible for the decline.

Consumers naturally pulled out of the market when prices showed a declining tendency and still show a disposition to await developments. Easier markets in the west had some effect, but on the whole, the action appeared to be the result of a change in sentiment. While a good many are anticipating some further set back, there are few in the trade that look for any extensive declines.

At New York, special was quoted at 8½c; extra, 8¾c; edible, 9¾@10c. At Chicago, the market was barely steady with demand limited. Offerings, particularly of edible, were plentiful. At Chicago, edible was quoted at 10¼c; fancy, 9½c; prime packer, 9¾c; No. 1, 8¾c; No. 2, 6¾c.

At the London auction some 891 casks were offered and 310 sold, with mutton quoted at 39@39s 6d; beef, 39@44s; mixed, 37s 6d@39s 3d. At Liverpool, Australian was unchanged, with fine at 42 and good mixed at 41s.

STEARINE—Demand at New York continued rather slow, and sales were made down to 11¾c. The market is still feeling the influence of liquidation, due to slowness in compound trade. At Chicago, the market was dull and barely steady with oleo quoted at 12@12¾c.

OLEO OIL—The market was dull but easier with demand less in evidence and offerings somewhat freer. Extra at New York was quoted at 18c; prime, 16c; lower grades, 15@16¾c according to quality. At Chicago, extra was quoted at 18c.

SEE PAGE 41 FOR LATER MARKETS.

LARD OIL—The market was steady with very little change and trade was quiet. Edible at New York was quoted at 16¾c; extra winter, 14¾c; extra, 13¾c; extra No. 1, 13c; No. 1, 11¾c; No. 2, 11¾c.

NEATSFOOT OIL—The market was quiet but very steady, with pure New York quoted at 16¾c; extra, 13¾c; No. 1, 11¾c; cold test, 18¾c.

GREASES—Selling pressure continued in evidence and the tone of the market was easy. Demand was rather limited pending developments in tallow and other competing products. What business passed was of a routine nature and mostly in small lots. Sentiment appeared to be bearish in the main on the impression that there was some stuff that would be disposed of in the near future owing to the easier situation, surrounding greases in general.

At New York, choice yellow and house was quoted at 7¾@7¾c; A white, 8¾@8¾c; B white, 8@8¾c; choice white, 10½@10¾c.

At Chicago, the market was quiet and steady on greases although some interest for choice white for export was in evidence. At Chicago, brown was quoted at 6¾c; yellow, 7¾@7¾c; B white, 8¾c; A white, 8¾c; choice white, 9¾c.

Packinghouse By-Products

Chicago, Nov. 10, 1927.

Blood.

The blood market remains practically the same as for the past several weeks. The demand is good, offerings scarce.

Unit Ammonia.

Ground and unground..... \$5.15@5.25

Digester Hog Tankage Materials.

Market is stronger, with a good demand for all kinds and grades of tankage suitable for feed.

Unit Ammonia.

| | |
|-------------------------------------|-------------|
| Ground, 11½ to 12% ammonia..... | \$5.10@5.15 |
| Ground, 6 to 8% ammonia..... | 4.65@4.90 |
| Unground, 11 to 13% ammonia..... | 5.00@5.15 |
| Unground, 6 to 10% ammonia..... | 4.50@4.80 |
| Liquid stock, 7 to 11% ammonia..... | 4.00@4.25 |

Fertilizer Materials.

This commodity continues to be scarce, with a very good demand.

Unit Ammonia.

| | |
|---|-------------|
| High grade, ground, 10-11% ammonia..... | \$3.85@3.90 |
| Lower grade, ground & ungrd. 6-9% am... . | 2.75@3.35 |
| Hoof meal | @3.25 |

Bone Meals.

The bone meals market continues quiet, not an unusual situation this time of the year.

Per Ton.

| | |
|-----------------------|---------------|
| Raw bone meal..... | \$50.00@55.00 |
| Steam, ground | 34.00@40.00 |
| Steam, unground | 28.00@35.00 |

Cracklings.

The cracklings market is considerably stronger this week.

Per Ton.

| | |
|--|--|
| Hd. prsd. & exp. ungrd., per unit protein. \$ 1.15@ 1.25 | |
| Soft pressed pork, ac. grease and quality. 85.00@90.00 | |
| Soft pressed beef, ac. grease and quality. 50.00@55.00 | |

Horns, Bones and Hoofs.

Bones continue to be in good demand, with the demand apparently exceeding the supply; offerings are scarce, due to the fact a great many producers are contracted for the balance of the year.

Per Ton.

| | |
|-------------------------------------|----------------|
| Horns | \$50.00@175.00 |
| Round shin bones | @48.00 |
| Flat shin bones | @48.00 |
| Thigh, blade and buttock bones..... | @48.00 |
| Cattle hoofs | 37.00@38.00 |

(Note—Forgoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

Several concerns in the middle east and middle west are in the market for sinews, pizzles and hide trimmings. These are very scarce, and there is practically no trading going on.

Per Ton.

| | |
|---|---------------|
| Kip and calf stock..... | \$32.00@42.00 |
| Rejected manufacturing bones | @48.00 |
| Horn pits | 39.00@41.00 |
| Cattle jaws, skulls and knuckles..... | 42.50@43.50 |
| Sinews, pizzles and hide trimmings..... | 28.00@30.00 |

THE KENTUCKY CHEMICAL MFG. CO., Inc. COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed

Animal Hair.

There has been considerable activity in this market recently, price depending largely upon quality, quantity and point of shipment.

| | Per Pound. |
|----------------------------|------------|
| Coil and field dried | 1½ @3c |
| Processed grey | 6 @8c |
| Black dyed | 5½ @8½c |
| Cattle switches each..... | 4 @5¼c |

*According to count.

Pig Skins.

Market practically the same as last week. Buyers, for the most part, are well taken care of.

| | Per Pound. |
|---------------------------------|------------|
| Tanner grades | 8 @8½c |
| Edible grades, unassorted | 4 @4½c |

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Nov. 9, 1927.

Ground tankage sold at \$4.85 & 10c basis f.o.b. New York, for prompt shipment, with the market quite well sold up for November. Unground tankage is selling at about \$4.25 & 10c f.o.b. New York and offerings are limited.

A car of ground dried blood was reported sold for quick shipment at \$4.90 to a feeding buyer f.o.b. New York, and the next sale no doubt will be made at a lower figure as the market is really around \$4.75. South American is offered at \$4.75 c.i.f. for November-December shipment, but the buyers are hanging back hoping to see the price recede a little.

Very little is being done in nitrate of soda, except in resale lots, as buyers will not take in material at present prices unless actually needed. It would not be surprising, however, to find an actual shortage of nitrate in some of the spring months, as producers are quite well sold up.

There is a demand for dried fish scrap which cannot be met except at prices quite some above buyers' views.

Cracklings took a drop in price and the 50-55 per cent grade of hard pressed beef sold at \$1.15 New York, with a report that even a little lower figure was obtained for a distressed lot which had to be moved quickly.

DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ending Nov. 5, 1927, were 4,884 metric tons, according to cable advices to the U. S. Department of Commerce, all of which went to England.

LARD AND GREASE EXPORTS.

Exports of lard from New York, Nov. 1, 1927, to Nov. 9, 1927, 5,106,451 lbs; tallow, none; grease, 788,800 lbs.; stearine, 120,000 lbs.

GEO. H. JACKLE Broker

Tallow, Blood, Bones, Cracklings,
Bonneal, Hoof and Horn Meal

40 Rector St.

New York City

Consolidated Rendering Company

Manufacturers of Tallow, Grease, Oleo Oil and Stearine
Dealers in Hides, Skins, Pelts, Wool and Furs

40 North Market Street General Office

Boston, Mass.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company

Production and Stocks of Fats and Oils

Factory production of fats and oils (exclusive of refined oils and derivatives) during the three-month period ending Sept. 30, 1927, was as follows, according to the U. S. Department of Commerce:

Vegetable oils, 524,720,075 lbs.; fish oils, 36,869,026 lbs.; animal fats, 484,996,341 lbs.; and grease, 91,019,837 lbs.; a total of 1,137,605,279 lbs.

Of the several kinds of fats and oils covered by this inquiry, the greatest production, 372,972,417 lbs., appears for lard. Next in order is cottonseed oil with 246,796,510 lbs.; linseed oil with 169,273,970 lbs.; tallow with 109,858,911 lbs.; coconut oil with 65,606,934 lbs., and corn oil with 30,395,909 lbs.

The production of refined oils during the period was as follows: Cottonseed, 164,848,061 lbs.; coconut, 57,003,260 lbs.; peanut, 1,295,760 lbs.; corn, 23,708,114 lbs.; soya-bean, 2,258,807 lbs.; and palm-kernel, 537,744 lbs. The quantity of crude oil used in the production of each of these refined oils is included in the figures of crude consumed.

The data for the factory production, factory consumption, imports, exports, and factory and warehouse stocks of fats and oils and for the raw materials used in the production of vegetable oils for the three-month period appear in the following statements:

(In some cases, where products were made by a continuous process, the intermediate products were not reported.)

VEGETABLE OILS.

| | Factory operations | Factory and quarter ended | Warehouse stocks | Sept. 30, 1927. | Sept. 30, 1927. | Pounds. |
|----------------------------|--------------------|---------------------------|------------------|-----------------|-----------------|---------|
| Cottonseed, crude | 246,796,610 | 87,474,145 | | | | |
| Cottonseed, refined | 164,848,061 | 225,782,051 | | | | |
| Peanut, virgin and crude | 1,295,760 | 656,416 | | | | |
| Coconut, or copra, crude | 65,606,934 | 90,679,756 | | | | |
| Coconut, or copra, refined | 57,003,280 | 15,429,547 | | | | |
| Corn, crude | 30,395,909 | 14,257,940 | | | | |

A quality product good for steady business

HAMMOND'S Mistletoe MARGARINE

Chicago

| | RAW MATERIALS USED IN THE MANUFACTURE OF VEGETABLE OILS. | |
|----------------------|--|---------|
| Tons of 2,000 pounds | Consumed | |
| July 1 to | On hand | |
| Sept. 30. | Sept. 30. | |
| Cottonseed | 810,174 | 644,954 |
| Peanuts, hulled | 2,260 | 572 |
| Peanuts, in the hull | 93 | 52 |
| Copra | 50,045 | 9,940 |
| Coconuts and skins | 1,408 | — |
| Corn germs | 51,051 | 312 |
| Flaxseed | 273,431 | 119,729 |
| Castor beans | 12,196 | 1,750 |
| Mustard seed | 837 | 1,297 |
| Soya-beans | 1,052 | 58 |
| Others kinds | 143 | — |

IMPORTS OF OIL SEEDS, QUARTER ENDED SEPT. 30, 1927.

| | Tons. |
|-------------------------|--------|
| Castor beans | 6,902 |
| Copra | 56,226 |
| Flaxseed | 2,110 |
| Poppy seed | 343 |
| Perilla and sesame seed | 476 |
| Other oil seeds | 1,702 |

IMPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED SEPT. 30, 1927.

| | Pounds. |
|-----------------------------------|------------|
| Whale oil | 719,370 |
| Cod and cod-liver | 7,735,328 |
| Other fish oils | 5,298,840 |
| Animal fats and oils, edible | 1,744,468 |
| Wool grease | 2,351,876 |
| Grease and oils, n. e. s. (value) | \$112,856 |
| Chinese wood oil or nut oil | 18,715,955 |
| Coconut oil | 64,403,117 |
| Olive oil, edible | 15,174,070 |
| Sulphur oil or olive roots | 9,549,251 |
| Olive oil, denatured | 1,162,058 |
| Palm oil | 53,022,388 |
| Palm-kernel oil | 11,176,167 |
| Peanut oil | 461,841 |
| Rape oil | 4,192,950 |
| Linseed oil | 113,688 |
| Sesame oil | 287,421 |
| Soya-bean oil | 5,540,548 |
| Vegetable tallow | 590,990 |
| Vegetable wax | 2,180,443 |
| Other vegetable oils | 2,003,811 |
| Glycerin, crude | 4,918,296 |
| Glycerin, refined | 1,833,690 |

EXPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED SEPT. 30, 1927.

| | Pounds. |
|-------------------------------------|-----------|
| Animal fats and oils, edible | 7,653 |
| Fish oils | 69,631 |
| Other animal oils, fats and greases | 142,228 |
| Chinese wood oil or nut oil | 1,288,469 |
| Coconut oil | 2,095,385 |
| Olive oil, edible | 2,516,612 |
| Palm and palm-kernel oil | 1,452,106 |
| Peanut oil | 73,194 |
| Soya-bean oil | 249,592 |
| Other vegetable oils | 53,486 |
| Vegetable wax | 230,382 |

EXPORTS OF DOMESTIC FATS AND OILS, QUARTER ENDED SEPT. 30, 1927.

| | Pounds. |
|---------------------------------------|------------|
| Oleo oil | 17,812,396 |
| Neats-foot oil | 382,289 |
| Other animal oils | 156,144 |
| Fish oils | 176,852 |
| Olive stock | 2,830,268 |
| Tallow | 1,816,210 |
| Lard | 15,723,856 |
| Lard, neutral | 4,055,651 |
| Lard compound, containing animal fats | 2,002,818 |
| Oleo and lard stearin | 1,282,005 |
| Grease stearin, or rancid oil | 853,128 |
| Oleic acid | 729,248 |
| Stearic acid | 526,404 |
| Other animal greases, oils and fats | 18,472,129 |
| Coconut oil | 4,581,908 |
| Cottonseed oil, crude | 4,491,677 |
| Cottonseed oil, refined | 2,564,400 |
| Linseed oil | 530,829 |
| Soya-bean oil | 1,812,351 |
| Corn oil | 41,807 |
| Vegetable oil lard compound | 1,432,359 |
| Vegetable soap stock | 1,315,835 |
| Other vegetable oils and fats | 2,990,851 |

The Blanton Company St. Louis, U. S. A.

Refiners of VEGETABLE OIL

YOUR BROKER

Is Our Selling Agent—Give him your inquiries on
White Butter Oil Peanut Oil Cooking Oils
Salad Oil Vegetable Shortening Margarine
 Carloads—Less Carloads Yopp's Code, Eighth Edition

November 12, 1927.

THE NATIONAL PROVISIONER

39

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association

Market Irregular—Undertone Strong—Cash Trade Slow—Crude Steady—Seed Movement Disappointing—Lard Heavy—Cotton Report Bearish—Oil Report Awaited.

A large trade and an irregular market featured cotton oil futures on the New York Produce Exchange the past week. Prices advanced over $\frac{1}{2}$ c a pound from the month's lows under general buying power and covering of shorts, with the market very stubborn to selling pressure. Strength in cotton led to considerable buying. The oil market was influenced to a considerable extent by evidence of strong supporting orders on all setbacks, and was helped to no little extent by a lack of pressure of crude oil on the market and advices of a continued tight situation in seed.

Reports indicated that the movement of seed to the mills was disappointingly light, and this tended to increase the apprehension that the greater portion of the seed moving was going into the hands of a small midwestern refining interest. Profit taking was readily absorbed, and those who were operating on the destructive side were run to cover several times.

The fact that cash oil demand continued disappointing had very little influence, while the weakness in the lard market also had but little effect. The latter condition attracted attention in some quarters but did not serve to bring about any concerted bearish efforts. It was quite noticeable that when hedging pressure made its appearance, the offerings were readily taken care of.

In a good many quarters the feeling existed that the market was discounting a bullish cotton report so that it was not surprising to have the larger Government cotton figures bring about general selling and liquidation, and a break of $\frac{1}{4}$ c a pound or more from last week's highs. While the cotton estimate of 12,842,000 bales and the ginning figures of 9,926,000 bales were undoubtedly bearish in contrast with what the trade has been looking for, nevertheless the slump in the market uncovered aggressive resting buy-

ing orders. The result was that the locals were timid in pressing the declines.

Mills Disinclined to Sell.

Crude oil sold at $9\frac{1}{2}$ c and that figure was bid but after the Government report was issued sold off to $9\frac{1}{4}$ c in the southeast with only moderate quantities changing hands. In the main, the mills were inclined to hold for 10c oil, and the firmness on the part of the mills was due, it was said, to the fact that both packers and refiners were showing interest in the market for supplies and that crude at the present levels represented a loss to the mills on the prices that had been paid for seed.

At the same time, the Government cotton report increased the holding off attitude on the part of consumers, and except for moderate business from directions where stocks are small trade was generally slow. In fact all of the refiners were complaining of the falling off in distribution during October and the early part of November. The latter has led to the impression that the Government oil report, due the early part of next week, will indicate an October consumption of

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Nov. 10, 1927.—Increased government cotton crop estimate caused a quick decline here in March and May oil contracts of about thirty points. If the October consumption report on oil proves bearish there will likely be still lower prices until this year's visible supply falls below last year's. Mills feel that with the season's high average cost of seed much better prices for oil will ultimately rule, hence there is no intention of liquidating hedge purchases pending long drawn out developments. There was more inquiry this week for refined, and increasing shipments of crude to Canada. Crude is only 25 points down, with offerings extremely light and $9\frac{1}{2}$ c bid. Beachable 10.35c loose, New Orleans, and firmly held. Seed prices unchanged.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Nov. 10, 1927.—Crude cottonseed oil sold this week at $9\frac{1}{2}$ c. The best bid since the government report on cotton is $9\frac{1}{4}$ c Valley. Forty-one per cent cottonseed meal is \$39.00 Memphis; loose cottonseed hulls, \$6.00 Memphis.

under 250,000 bbls. rather than over that figure, and a belief that as a whole the report will prove a bearish document.

The ginning figures, it is felt, will indicate a fairly good movement of seed to market during October, and that the small consumption and the movement of seed will result in an important increase in the visible supply. Notwithstanding this situation, there are those who believe in cotton oil purely on the action of the market. These continue to ignore the small spread that exists between lard and oil and the fact that reports have it that some of the larger compound users have switched over to pure lard. The latter will in the long run nevertheless have its influence upon the season's consumption of oil and cannot be ignored for any length of time.

Hog Movement Fair.

The movement of hogs to market the past week was fair, but the hog level, as well as the lard market, experienced considerable difficulty in maintaining the rallies. In fact all of the commodity markets were under more or less pressure and showed a lower range, compared with the previous week including tallow, stearine and some of the other greases.

GOVERNMENT COTTON CROP REPORT.

| | To Nov. 1, 1927. | Oct. 1, 1927. | Nov. 1, 1926. |
|----------------|---------------------|------------------|------------------|
| | Bales. | Bales. | Bales. |
| Virginia | 34,000 | 37,000 | 51,000 |
| North Carolina | 845,000 | 845,000 | 1,213,000 |
| South Carolina | 730,000 | 750,000 | 1,008,000 |
| Georgia | 1,110,000 | 1,085,000 | 1,496,000 |
| Florida | 17,000 | 16,000 | 32,000 |
| Missouri | 110,000 | 100,000 | 218,000 |
| Mississippi | 1,320,000 | 1,225,000 | 1,888,000 |
| Louisiana | 525,000 | 510,000 | 829,000 |
| Tennessee | 350,000 | 335,000 | 450,000 |
| Alabama | 1,180,000 | 1,070,000 | 1,498,000 |
| Texas | 4,300,000 | 4,400,000 | 5,628,000 |
| Oklahoma | 1,050,000 | 990,000 | 1,173,000 |
| Arkansas | 1,000,000 | 1,020,000 | 1,548,000 |
| New Mexico | 71,000 | 70,000 | 75,000 |
| Arizona | 78,000 | 92,000 | 122,000 |
| California | 93,000 | 94,000 | 131,000 |
| All Other | 8,000 | 9,000 | 17,000 |
| Total | 12,842,000 | 12,678,000 | 17,977,000 |

GOVERNMENT GINNING REPORT.

| | To Nov. 1, 1927. | Oct. 1, 1927. | Nov. 1, 1926. |
|----------------|---------------------|------------------|------------------|
| Alabama | 1,086,088 | 977,686 | 1,127,798 |
| Arizona | 39,166 | 28,630 | 50,600 |
| Arkansas | 669,312 | 480,545 | 971,666 |
| California | 33,718 | 20,926 | 39,558 |
| Florida | 16,551 | 15,534 | 27,474 |
| Georgia | 1,008,287 | 910,500 | 1,041,877 |
| Louisiana | 476,408 | 418,893 | 614,331 |
| Mississippi | 1,117,357 | 947,094 | 1,282,031 |
| Missouri | 49,010 | 22,048 | 116,314 |
| New Mexico | 38,451 | 23,116 | 24,937 |
| North Carolina | 552,728 | 361,739 | 714,488 |
| Oklahoma | 620,550 | 141,309 | 631,591 |
| South Carolina | 598,725 | 480,314 | 676,143 |
| Tennessee | 229,113 | 141,309 | 267,771 |
| Texas | 3,395,902 | 2,886,822 | 3,565,451 |
| Virginia | 9,019 | 3,700 | 17,723 |
| All Others | 2,312 | 930 | 5,791 |
| Total | 9,925,795 | 8,118,978 | 11,259,038 |

ASPEGREN & CO., Inc.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

The large dealer, the small dealer, EVERY dealer, must have the best to compete successfully in the trade of today

The Crusher—The Refiner—The Investor—The Manufacturer

Every element of the cottonseed oil trade can and does use the NEW ORLEANS COTTON OIL MARKET to advantage. The contract is as nearly perfect as it is possible to make it; it is protected by the Clearing House of the New Orleans Cotton Exchange, deliveries are guaranteed as to weight, grade and quality at time of delivery by an indemnity bond, and storage facilities and transit privileges make New Orleans the ideal center for a cotton oil market.

Always Use YOUR Cotton Oil Market!

The New Orleans Refined Cottonseed Oil Contract was established at the request of the cotton oil trade.

New Orleans Cotton Exchange

COTTONSEED OIL—Market Transactions.

Friday, Nov. 4, 1927.

| Spot | Range | Closing—Sales. High. Low. Bid. Asked. |
|------|-------|---------------------------------------|
| Nov. | 1070 | a 1070 a |
| Dec. | 1080 | 1080 1076 a 1085 |
| Jan. | 1800 | 1093 1086 1090 a |
| Feb. | 1095 | a 1108 |
| Mar. | 3100 | 1114 1107 1113 a |
| Apr. | 1120 | a 1122 |
| May | 11500 | 1127 1122 1127 a |
| June | 1133 | a 1145 |

Total Sales, including switches, 16,500 bbls. P. Crude S. E. 9½ Bid.

Saturday, Nov. 5, 1927.

| Spot | Range | Closing—Sales. High. Low. Bid. Asked. |
|------|-------|---------------------------------------|
| Nov. | 1080 | a 1100 |
| Dec. | 200 | 1105 1087 1100 a 1103 |
| Jan. | 800 | 1111 1095 1110 a 1111 |
| Feb. | 2700 | 1132 1116 1130 a 1132 |
| Mar. | 4700 | 1149 1132 1147 a 1149 |
| June | 1150 | a 1165 |

Total Sales, including switches, 8,400 bbls. P. Crude S. E. 9½ Bid.

Monday, Nov. 7, 1927.

| Spot | Range | Closing—Sales. High. Low. Bid. Asked. |
|------|-------|---------------------------------------|
| Nov. | 1100 | a 1125 |
| Dec. | 3200 | 1120 1110 1114 a 1117 |
| Jan. | 2200 | 1126 1118 1123 a |
| Feb. | 12300 | 1145 1135 1142 a 1136 |
| Mar. | 15900 | 1161 1152 1154 a 1157 |
| June | 1160 | a 1170 |

THE EDWARD FLASH CO.

29 BROADWAY

NEW YORK CITY

BROKERS EXCLUSIVELY

ALL VEGETABLE OILS

In Barrels or Tanks

COTTON OIL FUTURES

On the New York Produce Exchange

Total Sales, including switches, 33,600 bbls. P. Crude S. E. 9½ Sales & Bid.

Tuesday, Nov. 8, 1927.

HOLIDAY

Wednesday, Nov. 9, 1927.

—Range—Closing—Sales. High. Low. Bid. Asked.

| Spot | Range | Closing—Sales. High. Low. Bid. Asked. |
|------|-------|---------------------------------------|
| Nov. | 3800 | 1119 1080 1087 a 1090 |
| Jan. | 3700 | 1126 1085 1095 a |
| Feb. | 15000 | 1147 1103 1111 a 1108 |
| Mar. | 21100 | 1160 1118 1128 a 1127 |
| June | 200 | 1173 1173 1135 a 1150 |

Total Sales, including switches, 43,800 bbls. P. Crude S. E. 9½ Sales & Bid.

Thursday, Nov. 10, 1927.

—Range—Closing—Sales. High. Low. Bid. Asked.

| Spot | Range | Closing—Sales. High. Low. Bid. Asked. |
|------|-------|---------------------------------------|
| Nov. | 1075 | a 1075 a |
| Dec. | 1086 | 1080 1080 a |
| Jan. | 1093 | 1085 1087 a 1089 |
| Feb. | 1110 | 1102 1103 a 1104 |
| Mar. | 1130 | 1118 1119 a |
| June | 1130 | a 1140 |

SEE PAGE 41 FOR LATER MARKETS.

COCONUT OIL—The market was quiet and about steady with sentiment divided and business small. The copra market was firm. At New York, prices were quoted at 8½c, while November-June tanks, Pacific coast, were quoted at 8½c.

PALM OIL—A good business passed in this market and at firm prices, the setback in tallow having little influence owing to the comparative cheapness of this oil. The European situation remains very firm. At New York, spot Nigre was quoted at 7½@7¾c; shipment, 7.00@7.10c; spot lagos, 7¾@9c; shipment, 7¾c.

PALM KERNEL OIL—A fairly good business passed in this market and at quoted levels, with the tone firm, and offerings limited. At New York, tanks were quoted at 8.90c and drums, 9½c.

CORN OIL—Sales were reported early this week at 9½c f.o.b. mills, but sellers later were asking 9¾c.

SOYA BEAN OIL—The market was very quiet, but offerings were not pressing and the time was steady, with New York barrels quoted at 12½c and Pacific coast tanks at 9¾c.

OLIVE OIL FOOTS—The position of the market was easier, with demand quiet and offerings a little freer, with old crop November-December quoted at 9½c; futures, 9c; new crop foots, 8¾c.

PEANUT OIL—Sales were reported early this week at 9½c, an advance of ¼c from last week, with mills asking 10c f.o.b.

SESAME OIL—Market nominal.

COTTONSEED OIL—Demand for store oil was slow. Store stocks attract little attention, but are mainly held, it is felt, for December delivery. Valley crude

sold at 9½c; southeast, 9½c, with 9½c bid and 9½c asked in both those sections, with most of the mills showing a tendency to hold for 10c.

SEED RATE CHANGES ASKED.

The Buckeye Cotton Oil Co. and the Procter & Gamble Co., Cincinnati, filed a complaint with the Interstate Commerce Commission, Oct. 25, requesting an order requiring establishment of reasonable rates on cottonseed, cottonseed oil and other cottonseed products and by-products from all points of origin to all destinations in the United States and the establishment of tariffs providing for milling-in-transit, refining-in-transit, mixing-in-transit and other manufacturing and transit privileges.

The complaint alleges that the failure and refusal of the railroads to accord complete transit privileges, whereby cottonseed may be shipped into mill points and the various products and by-products shipped out, including the subsequent refining of the oil in transit, or incorporation of by-products into mixed feeds and the like, are unreasonable and result in unjust and unreasonable charges upon such traffic.

The complaint further avers that the railroads here failed to provide joint-through rates or other specific through rates from many of the cottonseed producing and shipping points to final destinations of the cottonseed oil or products, for the reason that in the absence of transit there have been no through movements from such originating points of the cottonseed to such final destinations of the products and by-products.

SEPT. MARGARINE PRODUCTION.

Margarine production during September, 1927, with comparisons, as reported by margarine manufacturers to the U. S. Department of Agriculture, was as follows:

UNCOLORED MARGARINE.

Sept., 1927. Sept., 1926.

| | lbs. | lbs. |
|-----------------------|------------|-----------|
| Exclusively Vegetable | 12,020,440 | 9,797,611 |
| Animal and Vegetable | 8,728,148 | 9,031,496 |

Total 21,740,588 18,820,107

COLORED MARGARINE.

| | lbs. | lbs. |
|-----------------------|---------|---------|
| Exclusively Vegetable | 357,862 | 345,728 |
| Animal and Vegetable | 789,064 | 663,946 |

Total 1,146,926 1,009,673

Grand Total 22,886,514 19,835,790

COCONUT OIL IMPORTS.

Cocoanut oil imports into the United States during August, 1927, totaled 21,469,271 lbs., and had a value of \$1,582,136, according to the U. S. Department of Commerce. During this month 38,621,677 lbs. of copra having a value of \$1,774,522 were also imported.

COTTON OIL EXPORTS.

Exports of cottonseed oil from New York, Nov. 1, 1927, to Nov. 9, 1927, none.

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

Puritan, Winter Pressed Salad Oil
Borneo, Prime Winter Yellow
Venus, Prime Summer White
Sterling, Prime Summer Yellow
P&G Special (Hardened) Cocoanut Oil

White Clover Cooking Oil
Marigold Cooking Oil
Jersey Butter Oil
Moonstar Cocoanut Oil

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PORT IVORY, N. Y.
KANSAS CITY, KAN.
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General Offices:
CINCINNATI, OHIO
Cable Address: "Procter"

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products moved irregularly the latter part of the week with the undertone steadier. Cash trade was moderate and hogs steady. The hog run was comparatively liberal. The corn crop estimate has been increased sharply and bearishly construed on hog products.

Cottonseed Oil.

Cottonoil sold off forty to fifty points from the month's highs, moving irregularly with cotton and a lighter pressure the latter part of the week, with a disposition to await the consumption report. Cash trade remains slow. Texas crude sold at 9c; Southeast, 9½c; Valley, 9½c asked. Valley seed is strong at \$46.00 per ton. Sentiment is well divided both among commission houses and professionals.

Quotations on cottonseed oil at Friday noon were: December, \$10.85@10.95; January, \$10.98; February, \$11.00@11.10; March, \$11.10; April, \$11.10@11.20; May, \$11.23@11.25; June, \$11.30@11.40.

Tallow.

Tallow, extra, 9c asked.

Stearine.

Stearine, 11½c.

HULL OIL MARKET.

Hull, England, Nov. 10, 1927.—(By Cable)—Refined cottonseed oil 40s, crude cottonseed oil 37s.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, Nov. 10, 1927, as follows:

| | CHICAGO. | BOSTON. | NEW YORK. | PHILA. | Cattle. | Hogs. | Sheep. |
|--|---------------|---------------|---------------|---------------|---------|-------|--------|
| STEERS (Hvy. Wt. 700 lbs. up): | | | | | | | |
| Choice | \$23.00@25.00 | \$23.00@25.00 | \$23.50@25.50 | \$24.50@26.00 | | | |
| Good | 20.00@22.50 | 21.50@23.00 | 18.50@23.00 | 20.00@23.50 | | | |
| STEERS (Ld & Med. Wt., 700 lbs. down): | | | | | | | |
| Choice | 23.00@25.00 | | 23.50@25.50 | 24.50@26.00 | | | |
| Good | 18.00@22.00 | 20.00@21.50 | 18.50@23.00 | 20.00@23.50 | | | |
| STEERS (All Weights): | | | | | | | |
| Medium | 14.50@17.50 | 18.00@20.00 | 15.00@18.50 | 15.00@19.00 | | | |
| Common | 12.50@14.50 | 17.00@18.00 | 14.00@15.50 | ..... |  |  |  |
| COWS: * | | | | | | | |
| Good | 13.50@15.00 | 15.00@16.00 | 14.00@16.00 | 14.50@16.00 | | | |
| Medium | 12.00@13.50 | 14.00@15.00 | 12.00@14.00 | 13.00@14.00 | | | |
| Common | 11.00@12.00 | 13.00@14.00 | 11.00@12.00 | 11.00@12.50 | | | |
| Fresh Veal (1): | | | | | | | |
| VEALERS: | | | | | | | |
| Choice | 20.00@21.00 | | 22.00@24.00 | 22.00@23.00 | | | |
| Good | 18.00@20.00 | 17.00@19.00 | 19.00@22.00 | 20.00@22.00 | | | |
| Medium | 16.00@18.00 | 15.00@17.00 | 16.00@20.00 | 18.00@20.00 | | | |
| Common | 14.00@16.00 | 14.00@15.00 | 14.00@16.00 | ..... |  |  |  |
| CALF CARCASSES (2): | | | | | | | |
| Choice | 14.00@16.00 | | 14.00@17.00 | ..... |  |  |  |
| Good | 13.00@14.00 | 14.00@15.00 | 13.00@15.00 | 15.00@18.00 | | | |
| Medium | 11.00@13.00 | 12.00@14.00 | 12.00@14.00 | 13.00@15.00 | | | |
| Common | 10.00@11.00 | 10.00@12.00 | 11.00@12.00 | 11.00@13.00 | | | |
| Fresh Lamb and Mutton: | | | | | | | |
| LAMB (30-42 lbs.): | | | | | | | |
| Choice | 25.00@26.00 | 25.00@26.00 | 24.00@27.00 | 25.00@26.00 | | | |
| Good | 23.00@25.00 | 24.00@25.00 | 23.00@26.00 | 24.00@25.00 | | | |
| LAMB (42-55 lbs.): | | | | | | | |
| Choice | 22.00@25.00 | 23.00@25.00 | 23.00@26.00 | 24.00@25.00 | | | |
| Good | 21.00@24.00 | 22.00@24.00 | 22.00@25.00 | 22.00@24.00 | | | |
| LAMB (All Weights): | | | | | | | |
| Medium | 21.00@23.00 | 22.00@24.00 | 21.00@23.00 | 22.00@24.00 | | | |
| Common | 19.00@21.00 | 20.00@22.00 | 18.00@20.00 | 20.00@21.00 | | | |
| MUTTON (Ewes): | | | | | | | |
| Good | 12.00@14.00 | 12.00@14.00 | 12.00@15.00 | 13.00@14.00 | | | |
| Medium | 10.00@12.00 | 10.00@12.00 | 11.00@12.00 | 11.00@12.00 | | | |
| Common | 8.00@10.00 | 9.00@10.00 | 9.00@11.00 | 10.00@11.00 | | | |
| Fresh Pork Cuts: | | | | | | | |
| LOINS: | | | | | | | |
| 8-10 lb. av. | 21.00@23.00 | 24.00@26.00 | 22.00@25.00 | 22.00@23.00 | | | |
| 10-12 lb. av. | 20.00@22.00 | 23.00@25.00 | 21.00@24.00 | 21.00@22.00 | | | |
| 12-15 lb. av. | 19.00@21.00 | 21.00@23.00 | 19.00@22.00 | 20.00@21.00 | | | |
| 15-18 lb. av. | 17.00@19.00 | 18.00@20.00 | 18.00@21.00 | 17.00@18.00 | | | |
| 18-22 lb. av. | 16.00@18.00 | 17.00@19.00 | 17.00@19.00 | ..... |  |  |  |
| SHOULDERS: | | | | | | | |
| N. Y. Style—Skinned | 14.00@16.00 | ..... | 15.00@18.00 | 15.00@17.00 | | | |
| PICNICS: | | | | | | | |
| 4-6 lb. av. | 17.00@18.00 | 15.00@16.00 | 15.00@16.00 | 15.00@16.00 | | | |
| 6-8 lb. av. | 16.00@17.00 | 14.00@15.00 | 14.00@15.00 | 14.00@15.00 | | | |
| BUTTS: Boston Style | 16.00@18.00 | ..... | 18.00@20.00 | 17.00@20.00 | | | |
| SPARE RIBS: Half Sheets | 14.00@17.00 | ..... | ..... | ..... |  |  |  |
| TRIMMINGS: | | | | | | | |
| Regular | 11.00@12.00 | ..... | ..... | ..... |  |  |  |
| Lean | 10.00@17.00 | ..... | ..... | ..... |  |  |  |

| | Cattle. | Hogs. | Sheep. |
|------------------|---------|-------|--------|
| Chicago | 500 | 3,000 | 2,000 |
| Kansas City | 1,000 | 750 | 500 |
| Omaha | 125 | 1,500 | ... |
| St. Louis | 1,200 | 1,500 | 500 |
| St. Joseph | 300 | 2,000 | 1,500 |
| Sioux City | 1,000 | 1,000 | 500 |
| St. Paul | 2,500 | 2,500 | 1,500 |
| Oklahoma City | 200 | 200 | ... |
| Fort Worth | 1,200 | 300 | 200 |
| Denver | 100 | 100 | ... |
| Milwaukee | 1,300 | 400 | 600 |
| Louisville | 100 | 100 | ... |
| Wichita | 300 | 600 | ... |
| Indianapolis | 100 | 3,000 | 300 |
| Pittsburgh | 100 | 1,000 | 400 |
| Cincinnati | 200 | 2,000 | 100 |
| Buffalo | 200 | 1,300 | 800 |
| Cleveland | 100 | 600 | 600 |
| Nashville, Tenn. | 100 | 200 | ... |

| | Cattle. | Hogs. | Sheep. |
|------------------|---------|--------|--------|
| Chicago | 18,000 | 35,000 | 19,000 |
| Kansas City | 30,000 | 7,500 | 7,000 |
| Omaha | 13,000 | 6,000 | 11,000 |
| St. Louis | 7,500 | 13,500 | 1,500 |
| St. Joseph | 4,500 | 2,000 | 3,500 |
| Sioux City | 7,000 | 6,000 | 5,000 |
| St. Paul | 20,000 | 18,000 | 19,000 |
| Oklahoma City | 1,000 | 500 | 200 |
| Fort Worth | 8,500 | 1,500 | 500 |
| Denver | 18,900 | 800 | 20,300 |
| Louisville | 1,600 | 1,500 | 100 |
| Wichita | 6,700 | 2,400 | 400 |
| Indianapolis | 400 | 4,000 | 400 |
| Pittsburgh | 500 | 6,000 | 4,500 |
| Cincinnati | 2,500 | 3,800 | 200 |
| Buffalo | 2,800 | 14,000 | 10,600 |
| Cleveland | 900 | 5,000 | 4,000 |
| Nashville, Tenn. | 600 | 1,100 | 100 |
| Toronto | 3,700 | 2,800 | 1,500 |

| | Cattle. | Hogs. | Sheep. |
|------------------|---------|--------|--------|
| Chicago | 12,000 | 39,000 | 9,000 |
| Kansas City | 15,000 | 8,000 | 4,000 |
| Omaha | 8,000 | 5,500 | 13,500 |
| St. Louis | 6,500 | 14,500 | 2,500 |
| St. Joseph | 3,000 | 6,000 | 6,000 |
| Sioux City | 3,000 | 4,000 | 2,500 |
| St. Paul | 2,500 | 11,000 | 2,500 |
| Oklahoma City | 600 | 700 | ... |
| Fort Worth | 3,200 | 500 | 500 |
| Denver | 1,200 | 6,000 | 500 |
| Louisville | 2,200 | 900 | 9,000 |
| Wichita | 100 | 800 | 100 |
| Indianapolis | 600 | 10,000 | 1,200 |
| Pittsburgh | 100 | 1,000 | 700 |
| Cincinnati | 300 | 4,000 | 500 |
| Buffalo | 100 | 800 | 400 |
| Cleveland | 400 | 2,500 | 2,500 |
| Nashville, Tenn. | 100 | 600 | 100 |
| Toronto | 300 | 900 | 200 |

| | Cattle. | Hogs. | Sheep. |
|------------------|---------|--------|--------|
| Chicago | 12,000 | 20,000 | 17,000 |
| Kansas City | 8,000 | 6,000 | 2,500 |
| Omaha | 6,000 | 5,500 | 8,500 |
| St. Louis | 4,500 | 12,500 | 1,000 |
| St. Joseph | 1,300 | 6,000 | 4,000 |
| Sioux City | 2,500 | 3,000 | 7,500 |
| St. Paul | 3,700 | 21,000 | 2,500 |
| Oklahoma City | 1,400 | 1,200 | ... |
| Fort Worth | 5,000 | 1,200 | 500 |
| Denver | 1,000 | 5,000 | 600 |
| Louisville | 4,000 | 1,000 | 17,600 |
| Wichita | 100 | 700 | 200 |
| Indianapolis | 700 | 1,700 | 200 |
| Pittsburgh | 1,000 | 8,000 | 1,000 |
| Cincinnati | 400 | 4,800 | 300 |
| Buffalo | 200 | 1,000 | 1,400 |
| Cleveland | 400 | 2,500 | 2,500 |
| Nashville, Tenn. | 100 | 400 | 100 |
| Toronto | 4,100 | 2,000 | 2,400 |

| | Cattle. | Hogs. | Sheep. |
|---------------|---------|--------|--------|
| Chicago | 14,000 | 45,000 | 13,000 |
| Kansas City | 4,000 | 4,500 | 3,000 |
| Omaha | 3,200 | 4,500 | 10,000 |
| St. Louis | 3,500 | 11,500 | 2,000 |
| St. Joseph | 800 | 6,500 | 4,000 |
| Sioux City | 1,500 | 3,500 | 3,000 |
| St. Paul | 4,500 | 14,000 | 8,500 |
| Oklahoma City | 700 | 700 | ... |
| Fort Worth | 5,300 | 1,000 | 300 |
| Denver | 1,000 | 4,500 | 400 |
| Louisville | 3,700 | 800 | 300 |
| Wichita | 900 | 1,600 | 600 |
| Indianapolis | 600 | 5,000 | 1,600 |
| Pittsburgh | 3,000 | 3,000 | 1,500 |
| Cincinnati | 900 | 4,600 | 500 |
| Buffalo | 100 | 500 | 900 |
| Cleveland | 300 | 2,000 | 3,000 |

| | Cattle. | Hogs. | Sheep. |
|---------------|---------|--------|--------|
| Chicago | 4,000 | 20,000 | 9,000 |
| Kansas City | 2,000 | 2,500 | 1,000 |
| Omaha | 1,000 | 3,500 | 1,000 |
| St. Louis | 1,100 | 7,500 | 800 |
| St. Joseph | 500 | 3,700 | 3,000 |
| Sioux City | 1,000 | 3,000 | 1,000 |
| St. Paul | 2,000 | 1,450 | 2,000 |
| Oklahoma City | 1,300 | 700 | ... |
| Fort Worth | 3,400 | 800 | 600 |
| Denver | 1,100 | 1,800 | 200 |
| Milwaukee | 3,600 | 500 | 8,900 |
| Louisville | 600 | 1,200 | 300 |
| Wichita | 500 | 4,500 | 800 |
| Indianapolis | 500 | 3,000 | 1,000 |
| Pittsburgh | 300 | 3,500 | 900 |
| Cincinnati | 900 | 3,500 | 900 |
| Buffalo | 300 | 8,800 | 6,200 |
| Cleveland | 200 | 1,800 | 2,000 |

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.

November 12, 1927.

**Live Stock Buying Organization****Buying Offices:****BUFFALO**
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Kennett, Murray & Brown
J. T. Brown, Jr., Mgr.(Reported by U. S. Bureau of Agricultural Economics.)
Kansas City, Mo., Nov. 10, 1927.

CATTLE—All grades and weights of beef steers and yearlings held at fully steady levels for the week with some strength shown on choice selections. Bulk of the arrivals were of short fed variety and sold largely from \$11.25@14.70. The week's top reached \$17.50 on choice yearlings, scoring a new high level for the year, while best matured steers stopped at \$15.50; scaling 1,301 pounds. Grass fat steers were scarce, and most sales were noted from \$8.50@11.00. Slaughter heifers are around 25c higher and other classes of she stock held steady. Bulls closed strong to fifteen cents higher. Veal calves are fully \$1.00 higher, with the late top at \$13.00.

HOGS—Increased receipts, both locally and at other large markets, influenced a weaker undertone on the market, and substantial price reductions were enforced. Most all grades and weights of hogs are closing 35@50c lower than last Thursday, with extreme cases off more. Shipping orders were limited all week. The late top rested at \$9.50 on choice 225-240 lbs. weights. Packing grades are 25c lower, with \$7.00@8.25 taking the bulk.

SHEEP—Receipts of sheep and lambs for the week were the lightest since last March, and the limited supplies were responsible for a stronger trend in prices. Fat lambs are strong to 25c higher with top kinds selling up to \$14.00. Bulk of the arrivals sold from \$13.50@13.85. Shorn kinds were noted at \$12.00@12.50, and yearlings in the fleece brought \$11.25. Aged sheep held steady; best fat ewes sold at \$6.25, with the bulk going at \$5.65@6.00.

OMAHA.(Reported by U. S. Bureau of Agricultural Economics.)
Omaha, Neb., Nov. 10, 1927.

CATTLE—Activity and strength has featured in the market for practically all killing classes during the week. Under rather light supplies prices worked higher; the week's upturn on fed steers and yearlings measuring fully 25c, while she stock advanced 25@40c and bulls mostly 50c. Veals held mostly steady. Choice fed steers and yearlings were scarce, the bulk turning at \$12.00@14.00, a few loads sold up to \$16.75, the price paid for 862 lb. yearlings. Grass steers sold upward to \$11.50.

HOGS—General conditions of the hog trade favored buying interests. A stagnant lard trade was the outstanding bearish factor. Supplies arriving at leading markets showed some expansion, and this coupled with very narrow inquiry from shippers aided in the bearish campaign. A comparison with a week ago shows butchers 50@75c lower; light hogs 25@50c lower; packing sows 15@25c lower. Thursday's bulks follow: 160-170 lb. lights, \$8.00@8.50; 170-200 lb., \$8.50@9.00; 200-300 lb. butchers, \$9.00@9.25; top, \$9.25; big weight butchers downward to \$8.50; packing sows, \$7.35@7.85; stags, \$7.00@7.50; feeding pigs, \$9.00@9.75.

SHEEP—Market on fat lambs developed strength the fore part of the period, under light receipts, but partially lost the advance on Wednesday and Thursday. Comparison with a week ago, on fat lambs, strong to 15c higher; yearlings, 25@50c higher; fat sheep strong. Current bulk of fed woolled lambs and natives stands \$13.25@13.40, top, \$13.75 paid for 81 pounds, while fed clipped lambs are selling at a range of \$10.00@11.50, depending on weight and condition; heavier weights at the low end of the price range. Bulk of the yearling quota sold at \$9.00@9.50; a few light fed yearlings upward to \$11.00. Fat ewes sold largely \$5.50@6.00; top, \$6.35.

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LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)
Chicago, Ill., Nov. 10, 1927.

CATTLE—Compared with a week ago choice fed steers and yearlings are 25c higher. Inbetween grades are \$1.00@1.25 up, such kinds in many instances bringing new high prices for the season. The steer market closed in a runaway fashion, in sharp contrast with a week earlier. Better grades of fat cows and heifers are 25@40c higher; lower grades and cutters are steady to 25c up. She stock predominated in the week's run, steers being scarce, with short feds comprising bulk.

The western run is dwindling, about 10,000 head being received compared with 13,000 a week earlier. Best range steers are \$15.00; heavy range cows up to \$10.00; heavy heifers, to \$11.00. Bulls, strong to 25c higher for the week; vealers, \$1.50 up; week's extreme top, \$18.00, paid for both matured fed steers and yearlings. There was a meager supply above \$17.25, the bulk going at \$13.00@16.50. Most western grassers went to killers at \$10.25@12.50. Replacement cattle went at new high levels for season. Country demand is steady as the available supply thin steers dwindle.

The fed steer trade came back with a bang. Loadings were reduced, last week's slump being largely instrumental in cutting down the week's supply. To boot, the tail-end of the western grass run was effective in reducing numbers. The dressed beef trade was healthy and buyers were forced to scramble for numbers. Fat steers loomed proportionately small in the

run and tonnage was far below the demand.

The stock comprised a very liberal proportion of the run, some of the activity in steers being injected into the fat she stock market. Killers needed beef and showed it at every turn, the closing session developing into a runaway market which on steers was, in most instances, the highest of the year. Warmed up and short fed offerings predominated, every day witnessing a bundle of 60 to 90 day fed steers which uncovered a very liberal margin of profit to finishers.

Strictly grain fed offerings of any representative weight were eligible to \$17.25 and better were more or less in the specialty class, but lacking choice kinds buyers had to substitute, thus extending the advance downward to warmed up steers and even to grassers.

HOGS—Better grade hogs, 200 lbs. up, are 60@75c lower for the week, increased receipts being the principal factor in decline. Weights 140 to 160 lbs. are 10@25c lower; packing sows, around 25c lower. There was an active late demand for pigs, closing values being 35@50c higher. Shipping demand was broad all week. Big packers are bearish. Late top, \$9.75 paid for 250 to 310 lb. weights; bulk 210 to 300 lbs., \$9.25@9.75; 170 to 200 lbs., \$8.75@9.25; 130 to 160 lbs., \$8.25@8.75; best 100 to 110 lbs. pigs, \$9.00; bulk pigs, \$8.25@8.75; packing sows, mostly \$7.80@8.15; lightweights, up to \$8.50.

SHEEP—Despite an increase in receipts, supplies locally and in the aggregate were moderate. Outside competition and dressed trade improvement were fac-

tors in the advance of 10@25c on fat lambs and sheep, the top of choice natives reaching \$14.35 at the high time, with the best price late at \$14.25 on comparable natives and woolled "comebacks."

Most late sales of woolled lambs from all sections were at \$13.75@14.00; good 85 lb. Montanas going at the outside, with 95 to 104 lb. fed woolled lambs at \$13.00@13.50. Culls cleared at \$10.00@11.00, with clipped lambs scaling 90 to 100 lbs. at \$11.25@12.50. Choice lightweight fat ewes advanced to \$7.00, with the bulk of good and choice at \$6.00@6.75. Medium and good 85 to 110 lb. yearlings went at \$10.25@11.50.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)
East St. Louis, Ill., Nov. 10, 1927.

CATTLE—An upward trend of prices on all classes but steers featured the current week's trade. Compared with week ago, steers steady; heifers, mixed yearlings and bulls, 25c higher; cows, 15@25c higher; low cutters, 10@15c higher; good and choice vealers, \$1.50@1.75 higher. Tops for week: 1,035 lb. yearlings, \$16.50; 1,303 lb. matured steers, \$15.60; 598 lb. mixed yearlings, \$13.75; heifers, \$13.00; 957 lb. western steers, \$10.25. Bulks for week: Native steers, \$9.75@15.50; western steers, \$9.25@10.25; fat heifers, \$11.50@12.50; cows, \$6.25@7.50; low cutters, \$4.85@5.00.

HOGS—With receipts nearly 35 per cent larger than last week, hog prices slumped from 50@75c, while packing sows broke 35c. The top dropped to \$9.60 today from \$10.35 last Thursday; bulk of offerings 160-180 lb. \$9.00@9.25 today; 180-200 lb., \$9.25@9.40; weightier kinds largely \$9.40@9.55; packing sows mostly \$7.90@8.15; top light sows, \$8.25. Light lights and pigs are steady to 25c lower; bulk 140-150 lb., \$8.75@8.85; good 90-130 lb. pigs, \$8.00@8.50; a few roasting pigs up to \$10.50.

SHEEP—Fat lambs are 25@50c higher today than last Thursday. Other ovine classes unchanged; bulk native lambs to packers, \$13.50@13.60; choice fed westerns, \$14.00; fed clipped lambs, \$12.50; fat ewes, \$10.50@11.25; cull lambs, \$8.50@9.00; fat ewes mostly \$5.00@5.50; ewe top, \$6.00.

ST. PAUL.

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

South St. Paul, Minn., Nov. 9.

CATTLE—A fairly even tenor has prevailed in the cattle division so far this week, although today warmed-up steers and inbetween grades of she stock carried a weak tendency. Odd head of fed yearlings have scored at the \$14.00@16.00 levels; one car of westerns today reaching \$13.25 and averaging 1,360 lb. in weight. Warmed-up natives sold mostly at \$10.50@12.00, with grassers largely at \$10.50 and down. Fat she stock turned at the \$6.00@7.50 spread for the bulk of cows, and around \$7.00@8.50 for heifers, some few specialties reaching \$9.00 on cows and \$10.50@11.50 on heifers. Cutters are holding to a \$4.75@5.75 schedule with bulls mostly at \$6.25@6.75. Vealers scored a 50c or more advance today, placing good lights on a \$10.75@11.00 basis for the most part.

HOGS—Some reduction has taken place in the hog market and values are mostly 25@50c lower on butcher hogs, with packing sows and pigs about steady. Wednesday's trade found most of the desirable 190 to 230 lb. butchers selling at \$9.00@9.10, with bulk of the 165 to around 185 lb. weights at \$8.75, most of the light lights \$8.50, some down to \$8.25. Packing sows sold from \$7.50@8.25, bulk \$7.75 with most pigs at \$9.00.

SHEEP—In the face of heavy runs, the fat lamb market worked upward around 50c, others and sheep and feeding lambs holding about steady. Recent trade saw

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Nov. 10, 1927, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

| Hogs (Soft or oily hogs and roasting pigs excluded): | CHICAGO. | E. ST. LOUIS. | OMAHA. | KANSAS CITY. | ST. PAUL. |
|--|---------------|---------------|---------------|---------------|---------------|
| Hvy. wt. (250-350 lbs.) med-ch..... | \$ 9.25@ 9.75 | \$ 9.15@ 9.60 | \$ 8.25@ 9.25 | \$ 8.85@ 9.40 | \$ 8.50@ 8.85 |
| Med. wt. (200-250 lbs.), med-ch..... | 9.00@ 9.75 | 9.25@ 9.60 | 8.60@ 9.25 | 9.00@ 9.50 | 8.75@ 8.85 |
| Lt. wt. (160-200 lbs.), com-ch..... | 8.75@ 9.35 | 8.85@ 9.40 | 7.85@ 9.05 | 8.25@ 9.25 | 8.25@ 8.75 |
| Lt. lt. (130-160 lbs.), com-ch..... | 7.75@ 9.00 | 8.00@ 9.10 | 7.50@ 8.50 | 7.85@ 8.75 | 8.00@ 8.35 |
| Packing sows, smooth and rough..... | 7.50@ 8.50 | 7.50@ 8.25 | 7.25@ 8.00 | 6.75@ 8.25 | 7.25@ 8.00 |
| Sight. pigs (130 lbs. down), med-ch..... | 7.75@ 9.00 | 7.50@ 8.80 | 8.50@ 9.00 | 8.25@ 9.00 | 8.25@ 9.00 |
| Av. cost and wt. Wed. (pigs excluded) | 9.05-214 lb. | 9.37-208 lb. | 8.56-274 lb. | 9.16-229 lb. | ..... |
| Slaughter Cattle and Calves: | | | | | |
| STEERS (1,500 LBS. UP): | | | | | |
| Good-ch..... | 14.50@18.25 | ..... | 13.00@17.25 | 13.00@17.50 | ..... |
| STEERS (1,300-1,500 LBS.): | | | | | |
| Choice..... | 17.50@18.25 | 16.50@17.25 | 15.75@17.25 | 16.00@17.50 | 14.50@16.50 |
| Good..... | 14.25@17.50 | 13.75@16.50 | 12.75@15.75 | 12.50@16.00 | 11.50@14.50 |
| STEERS (1,100-1,300 LBS.): | | | | | |
| Choice..... | 17.25@18.00 | 16.50@17.25 | 15.75@17.25 | 16.00@17.50 | 14.25@16.50 |
| Good..... | 13.50@17.25 | 13.50@16.50 | 12.50@15.75 | 12.25@16.00 | 11.25@14.25 |
| STEERS (950-1,100 LBS.): | | | | | |
| Choice..... | 17.00@18.00 | 16.25@17.00 | 15.75@17.25 | 15.75@17.50 | 14.00@16.50 |
| Good..... | 13.00@17.00 | 13.00@16.25 | 12.25@15.75 | 12.00@15.75 | 10.50@14.00 |
| STEERS (800 LBS. UP): | | | | | |
| Medium..... | 9.50@14.25 | 9.00@13.50 | 8.75@12.75 | 8.50@12.50 | 8.00@11.50 |
| Common..... | 7.25@ 9.50 | 7.25@ 9.00 | 6.50@ 8.75 | 6.25@ 8.75 | 6.00@ 8.00 |
| STEERS (FBED CALVES AND YEARLINGS 750-950 LBS.): | | | | | |
| Choice..... | 15.75@16.50 | 15.50@16.50 | 14.75@16.75 | 15.00@16.75 | 13.00@16.00 |
| Good..... | 12.25@15.75 | 12.50@15.50 | 11.50@14.75 | 11.40@15.25 | 10.00@13.00 |
| HEIFERS (850 LBS. DOWN): | | | | | |
| Choice..... | 14.00@15.00 | 13.75@14.75 | 13.00@14.50 | 13.25@15.00 | 11.50@13.75 |
| Good..... | 10.25@14.00 | 11.50@13.75 | 10.25@13.00 | 10.00@13.50 | 8.75@11.50 |
| Common-med..... | 7.00@10.75 | 6.75@11.50 | 6.50@10.25 | 6.25@10.00 | 6.00@ 8.75 |
| HEIFERS (850 LBS. UP): | | | | | |
| Choice..... | 11.50@14.25 | 11.00@13.50 | 11.00@13.50 | 11.00@13.75 | 9.50@12.25 |
| Good..... | 9.25@13.50 | 9.00@13.50 | 8.75@12.00 | 8.50@13.00 | 8.40@10.00 |
| Medium..... | 7.75@10.25 | 7.475@ 9.00 | 7.00@ 9.25 | 6.50@ 9.25 | 6.50@ 8.40 |
| COWS: | | | | | |
| Choice..... | 9.50@10.25 | 9.50@10.25 | 8.50@ 9.75 | 8.50@ 9.50 | 8.25@ 9.25 |
| Good..... | 7.50@ 9.50 | 8.00@ 9.50 | 7.25@ 8.50 | 6.85@ 8.50 | 7.00@ 8.25 |
| Common-med..... | 5.85@ 7.50 | 6.25@ 8.00 | 6.25@ 7.25 | 5.85@ 6.85 | 5.85@ 7.00 |
| Low cutter and cutter..... | 5.10@ 5.85 | 4.50@ 6.25 | 4.75@ 6.25 | 4.75@ 5.85 | 4.50@ 5.85 |
| BULLS (YEARLING EXCL.): | | | | | |
| Beef Good-ch..... | 7.25@ 7.75 | 7.00@ 7.75 | 7.00@ 7.75 | 6.75@ 7.25 | 6.00@ 7.25 |
| Cutter-med..... | 5.50@ 7.50 | 5.00@ 7.00 | 5.25@ 7.00 | 5.00@ 6.75 | 5.25@ 6.75 |
| CALVES (500 LBS. DOWN): | | | | | |
| Medium-ch..... | 7.00@10.00 | 7.00@ 9.50 | 7.00@10.50 | 7.00@10.50 | 6.50@ 9.00 |
| Cull-common..... | 5.50@ 7.00 | 5.00@ 7.00 | 5.50@ 7.00 | 5.50@ 7.00 | 5.00@ 6.50 |
| VEALERS (MILK-FED): | | | | | |
| Good-ch..... | 13.00@15.25 | 15.50@15.75 | 10.00@11.50 | 11.00@13.00 | 9.00@11.50 |
| Medium..... | 12.00@13.00 | 12.00@15.50 | 8.50@10.00 | 7.50@11.00 | 6.50@ 9.00 |
| Cull-common..... | 7.50@12.00 | 5.50@12.00 | 5.50@ 8.50 | 5.50@ 7.50 | 5.00@ 6.50 |
| Slaughter Sheep and Lambs: | | | | | |
| Lambs (84 lbs. down) good-choice..... | 13.65@14.35 | 13.25@14.00 | 13.00@13.75 | 13.00@13.85 | 12.75@14.00 |
| Lambs (92 lbs. down) medium..... | 12.65@13.75 | 12.00@13.25 | 12.25@13.00 | 12.00@13.00 | 11.75@12.75 |
| Lambs (all weights) cull-common..... | 10.00@12.75 | 8.50@12.00 | 10.00@12.25 | 8.25@12.00 | 9.25@11.75 |
| Yearling wethers (110 lbs. down) medium-choice..... | 10.25@12.25 | 8.50@11.50 | 8.75@11.00 | 8.50@11.25 | 8.50@10.25 |
| Ewes (120 lbs. down) medium-choice..... | 5.00@ 7.00 | 5.00@ 6.00 | 4.50@ 6.35 | 4.25@ 6.40 | 4.25@ 6.00 |
| Ewes (120-150 lbs.) medium-choice..... | 4.00@ 6.75 | 4.00@ 5.50 | 4.00@ 6.00 | 4.00@ 6.15 | 4.25@ 6.00 |
| Ewes (all weights) cull-common..... | 1.75@ 5.00 | 1.00@ 4.50 | 1.50@ 4.50 | 1.25@ 4.25 | 1.50@ 4.25 |

choice fat lambs selling at \$12.75@13.75, less desirable kinds 25c under these prices, with heavies and culls \$11.50 and \$9.50 respectively. Fat ewes sold at \$5.00@6.00, culls \$2.00@3.50 mostly. Good to choice range feeding lambs cleared at \$12.75@13.25, others down to \$12.00.

SIOUX CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., Nov. 9, 1927.

CATTLE—The week brought strong suggestions that seasonal changes in supplies as well as in quality of live stock are developing.

Most killing cattle are quoted 15@25c higher for the week, with cheap grades sharing the full improvement in somewhat unreasonable fashion. Few near-finished cattle were received, but reports from the country serve to suggest that fair numbers are still on hand to be marketed the remaining weeks before the holidays. The best handled were summer-fed yearlings that brought \$16.25. Finished cattle were quoted well above the \$17.00 line throughout the week. The bulk of good short-feds sold between \$12.00@14.00, while common warmed up kinds ranged upward from around \$10.00, being well below prices commanded by hard western grass steers. Grass steers sold at a general spread of from \$8.00@12.00. Butchers shared the week's activity. Good kinds are considered at the season's best levels, while the plainer classes are weak above last week's low time, and not far from averages of the season. Finished heifers reached \$15.00 and outstanding cows reached \$10.00. Grass heifers sold between \$7.00@10.00, and grass cows between \$5.75@9.00, with low cutters around \$4.50@5.25. Bulls are steady for the week and veals \$1.00 lower.

HOGS—The hog market continued slow and prices broke sharply. Quality showed a sharp improvement and this served to sustain average costs. The low day, Wednesday, found weighty grades topping the trade at \$9.35, and the general run of medium to heavy butchers selling at \$9.00@9.25. Light butchers averaged a shade under \$9.00, and lights sold with mixed hogs between \$8.25@8.75. Sows sold over a spread of from \$7.25@8.25, and shotes held between \$7.50@8.00. Slaughter pigs were slow at around \$8.00@8.50, but desirable western stock pigs from clean areas gained activity and strength, advancing to an \$8.50@10.50 basis.

SHEEP—Lambs held steady on the heaviest supplies of the season. The bulk of good native and western lambs sold between \$13.50@14.00.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending Nov. 3, 1927, with comparisons:

BUTCHER STEERS.

1,000-1,200 lbs.
Week ended Nov. 3. Same week, 1926.

| | \$ 9.25 | \$ 8.75 | \$ 7.00 |
|------------|---------|-------------------|---------|
| Toronto | | | |
| Montreal | 8.00 | 8.25 | 6.25 |
| Winnipeg | 8.00 | 8.00 | 5.50 |
| Calgary | 7.75 | 7.00 | 5.25 |
| Edmonton | 7.50 | 7.25 | 5.25 |
| Pr. Albert | 7.00 | ... ... ... |  |
| Moose Jaw | 8.00 | 7.50 | ... |

VEAL CALVES.

| | \$15.00 | \$15.50 | \$13.25 |
|------------|---------|-------------------|---------|
| Toronto | | | |
| Montreal | 13.00 | 12.00 | 11.50 |
| Winnipeg | 10.00 | 10.50 | 9.00 |
| Calgary | 8.50 | 8.25 | 5.75 |
| Edmonton | 10.00 | 10.00 | 6.50 |
| Pr. Albert | 6.00 | ... ... ... |  |
| Moose Jaw | 8.00 | 8.00 | ... |

SELECT BACON HOGS.

| | \$ 9.75 | \$10.00 | \$13.16 |
|------------|---------|---------|---------|
| Toronto | | | |
| Montreal | 11.25 | 11.50 | 11.50 |
| Winnipeg | 11.00 | 10.00 | 10.00 |
| Calgary | 10.50 | 10.50 | 12.65 |
| Edmonton | 9.00 | 10.25 | 12.65 |
| Pr. Albert | 8.85 | 9.75 | ... |
| Moose Jaw | 9.25 | 10.15 | ... |

GOOD LAMBS.

| | \$11.50 | \$12.00 | \$12.25 |
|------------|---------|---------|---------|
| Toronto | | | |
| Montreal | 11.25 | 11.50 | 11.50 |
| Winnipeg | 11.00 | 10.00 | 10.00 |
| Calgary | 11.50 | 11.50 | 10.25 |
| Edmonton | 11.50 | 11.00 | 10.00 |
| Pr. Albert | 10.25 | 9.00 | ... |
| Moose Jaw | 10.50 | 10.00 | ... |

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Nov. 5, 1927, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

| | Cattle. | Hogs. | Sheep. |
|-------------------------|---------|-------|--------|
| Armour & Co. | 8,739 | 6,800 | 17,414 |
| Swift & Co. | 6,522 | 6,910 | 15,438 |
| Morris & Co. | 3,437 | 8,300 | 6,273 |
| Wilson & Co. | 6,508 | 7,100 | 7,310 |
| Anglo-American Pkg. Co. | 2,084 | 2,800 | ... |
| O. H. Hammond Co. | 2,918 | 3,400 | ... |
| Libby, McNeill & Libby | 1,964 | ... | |
| Total | 4,301 | 8,014 | 16,635 |

KANSAS CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|--------|--------|
| Armour & Co. | 3,889 | 1,104 | 3,958 | 2,258 |
| Cudahy Pkg. Co. | 4,673 | 869 | 3,060 | 4,075 |
| Fowler & Co. | 527 | ... | | |
| Morris & Co. | 3,746 | 1,210 | 1,958 | 1,367 |
| Swift & Co. | 5,202 | 4,905 | 3,440 | ... |
| Wilson & Co. | 5,100 | 648 | 3,516 | 3,074 |
| Local butchers | 892 | 95 | 792 | 158 |
| Total | 24,119 | 5,800 | 18,189 | 14,372 |

OMAHA.

| | Cattle and Calves. | Hogs. | Sheep. |
|---------------------|--------------------|--------|--------|
| Armour & Co. | 4,351 | 3,234 | 3,121 |
| Cudahy Pkg. Co. | 4,725 | 3,582 | 5,020 |
| Dold Pkg. Co. | 854 | 3,962 | ... |
| Morris & Co. | 3,072 | 1,320 | 1,895 |
| Swift & Co. | 4,920 | 3,046 | 4,833 |
| Eagle Pkg. Co. | 16 | ... | |
| M. Glassburg Co. | 15 | ... | |
| Glaser Prov. Co. | 8 | ... | |
| Hoffman Bros. | 37 | ... | |
| Mayhewitch & Vill. | 62 | ... | |
| J. Rife Pkg. & Sons | 24 | ... | |
| So. Omaha Pkg. Co. | 121 | ... | |
| Lincoln Pkg. Co. | 268 | ... | |
| Morrill Pkg. Co. | 9 | ... | |
| Nagle Pkg. Co. | 23 | ... | |
| Sinclair Pkg. Co. | 75 | ... | |
| Wilson Pkg. Co. | 215 | ... | |
| Kennett-Murray Co. | 485 | ... | |
| J. W. Murphy | 1,601 | ... | |
| Other buyers | 6,293 | ... | |
| Total | 18,905 | 23,523 | 14,869 |

ST. LOUIS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------|---------|---------|--------|--------|
| Armour & Co. | 2,112 | 582 | 3,107 | 2,250 |
| Swift & Co. | 3,206 | 1,947 | 6,251 | 2,265 |
| Morris & Co. | 2,435 | 724 | 2,973 | 1,180 |
| East Side Pkg. Co. | 1,188 | 45 | 2,713 | ... |
| All others | 4,251 | 1,219 | 14,067 | 4,694 |
| Total | 13,195 | 4,517 | 20,111 | 10,398 |

ST. JOSEPH.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------|---------|---------|--------|--------|
| Armour & Co. | 3,142 | 1,083 | 6,517 | 8,488 |
| Swift & Co. | 2,601 | 354 | 4,266 | 2,265 |
| Morris & Co. | 1,961 | 360 | 2,287 | 1,227 |
| Others | 3,473 | 486 | 5,059 | 272 |
| Total | 11,267 | 2,283 | 18,129 | 12,846 |

SIOUX CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|--------|--------|
| Cudahy Pkg. Co. | 2,235 | 257 | 4,477 | 4,125 |
| Armour & Co. | 2,391 | 300 | 4,405 | 5,256 |
| Swift & Co. | 2,005 | 446 | 2,448 | 3,588 |
| Sacks Pkg. Co. | 38 | ... | | |
| Smith Bros. | 21 | 8 | 67 | ... |
| Local butchers | 168 | 10 | ... | |
| Order buyers | 1,678 | 184 | 4,165 | 82 |
| Total | 8,536 | 1,214 | 15,562 | 13,051 |

WICHITA.

| | Cattle. | Calves. | Hogs. | Sheep. |
|----------------------|---------|---------|-------|--------|
| Cudahy Pkg. Co. | 1,462 | 790 | 4,810 | 683 |
| Dold Drsd. Beef Co. | 510 | 6 | 3,873 | ... |
| West. Dord. Beef Co. | 26 | ... | | |
| Dunn-Ostertag | 111 | ... | | |
| Keefe-Le Sturgeon | 100 | ... | | |
| Total | 2,218 | 796 | 8,683 | 683 |

OKLAHOMA CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|----------------|---------|---------|-------|--------|
| Morris & Co. | 1,828 | 753 | 1,451 | 42 |
| Wilson & Co. | 2,329 | 433 | 1,309 | 69 |
| Other butchers | 93 | ... | 366 | ... |
| Total | 4,250 | 1,186 | 3,126 | 111 |

CINCINNATI.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------------|---------|---------|--------|--------|
| C. A. Freund | 101 | 65 | 141 | ... |
| Sam. Gall & Son | 16 | ... | ... | 374 |
| J. Hillberg & Son | 17 | ... | ... | 42 |
| G. Juettling | 182 | 104 | ... | 65 |
| E. Kahrn's Sons | 641 | 152 | 3,038 | 240 |
| Kroger Groc. & Bak. Co. | 165 | 78 | 2,088 | 129 |
| Lohr Pkg. Co. | 6 | ... | 129 | ... |
| H. H. Meyer Pkg. Co. | 21 | ... | 2,854 | ... |
| W. G. Behn Pkg. Co. | 121 | 68 | ... | |
| A. Bandar Pkg. Co. | 12 | ... | 1,197 | 135 |
| J. Schlaechter & Son | 187 | 100 | ... | |
| J. & F. Schroth Pkg. Co. | 18 | ... | 2,652 | ... |
| Vogel & Son | 11 | 2 | 415 | ... |
| Total | 1,611 | 639 | 13,439 | 856 |

MILWAUKEE.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-------------------------|---------|---------|--------|--------|
| Plankinton Pkg. Co. | 2,348 | 5,099 | 15,597 | 806 |
| U. D. B. Co., New York | 76 | ... | ... | ... |
| The Layton Co. | 212 | ... | ... | 811 |
| R. Gunz & Co. | 212 | ... | ... | 25 |
| Armour & Co., Milwaukee | 587 | 2,553 | ... | ... |
| Armour & Co., Chicago | 530 | ... | ... | ... |
| Butchers | 271 | ... | 127 | 335 |
| Traders | 277 | 65 | 13 | 18 |
| Total | 4,301 | 8,014 | 16,635 | 1,181 |

ST. PAUL.

| | Cattle. | Calves. | Hogs. | Sheep. |
| --- | --- | --- | --- | --- |

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HIDE AND SKIN MARKETS

Chicago.

PACKER HIDES—Trading was light during the week in the packer hide market, sales of around 25,000 being confirmed. Practically all of these were sold the forepart of the week. At the opening of the week, one packer moved 10,000 September-October branded cows at a steady price, followed next day by sales of some 14,000 mixed descriptions by another packer. These were mostly October with a few November. All were steady except Colorados which advanced $\frac{1}{2}$ c. Other packers declined to sell at these figures and all are now holding firm for $\frac{1}{2}$ c advance on all descriptions, including another $\frac{1}{2}$ c on Colorados. The strong demand and the statistical position of the market would seem to favor sellers' views, especially on the branded stocks.

Spready native steers sold last at 25c for current take-off. Heavy native steers 24c bid, 24 $\frac{1}{2}$ c asked, with 800, mostly October moving early in week at 24c, a steady price. Last trading in extreme native steers was at 22c. Sellers are now asking 22 $\frac{1}{2}$ c.

One packer moved 800 butt brands early at 23c for October-November take-off, a steady price. Sellers are now asking 23 $\frac{1}{2}$ c. Sales were made of 2,500 October-November Colorados at 22 $\frac{1}{2}$ c, or $\frac{1}{2}$ c advance. Twenty-three cents is now asked. Heavy Texas steers are offered sparingly. One packer sold 1,000 early at 22 $\frac{1}{2}$ c. The market is nominally closer to 23c now and holders asking 23 $\frac{1}{2}$ c. Light Texas steers are quoted at 22 $\frac{1}{2}$ c, nominally, and 23c is asked. Last trading was at 22c. Extreme light Texas steers are quoted with branded cows at 21c, last paid. Twenty-one and one half cents is now asked.

About 1,600 heavy native cows moved early at 22c, a steady price for October, and 22 $\frac{1}{2}$ c is now asked. Sales were made of 2,200 light native cows early at 21 $\frac{1}{2}$ c, and later 10,000 sold at 21 $\frac{1}{2}$ c steady price. One packer moved 10,000 branded cows, September-October, and another 5,500, mostly October and a few November, at 21c, a steady price. Further offerings are held at 21 $\frac{1}{2}$ c.

One car of native bulls moved at 17 $\frac{1}{2}$ c for November. These are for export it is reported. They sold at $\frac{1}{2}$ c over last sales. For branded bulls 16c was last paid for Northerns. Southerns are 16 $\frac{1}{2}$ c nominally, with $\frac{1}{2}$ c higher asked.

SMALL PACKER HIDES—The small packer hide market is now well cleaned up to the first of December, except for some bulls. Following the trading in November hides last week, previously reported, one local small packer with plants here and outside, moved November production of around 12,000, followed on Saturday by four other small packers who moved their total November productions of around 23,000 hides. Most of the trading was at 21 $\frac{1}{2}$ c for all-weight native steers and cows and 20 $\frac{1}{2}$ c for branded. These are steady prices.

One killer moved branded hides separately at 21c. Some offerings of selected 25/45 lb. weights were reported later for re-sale at 22 $\frac{1}{2}$ c. Holders are asking 17c for November native bulls. Bids of \$1.45 are reported for regular slunks, and 80c for hairless, with holders' ideas around \$2.00 and \$1.00.

COUNTRY HIDES—Country hides are stronger and offerings are none too plentiful. Good all-weights are generally quoted at 19c, selected, although some outside trading is reported at a shade less. Heavy steers and cows, 18c paid and more wanted. Buff weights have sold at 19c and 19 $\frac{1}{2}$ c is being generally asked,

with a good demand reported. Larger dealers are asking 21 $\frac{1}{2}$ c for selected 25/45 lb. extremes. There are some outside offerings at 21c. Weights of 20/50 lb. range down to 20 $\frac{1}{2}$ c asked. Bulls, 13 $\frac{1}{2}$ @14c, selected, asked. All-weight branded are quoted 16 $\frac{1}{2}$ @17c, Chicago freight.

CALFSKINS—The market is active at a 1c advance. One packer moved October production of about 25,000 calfskins early at 27c for Northerns and 26c for Southerns. Later, two other packers moved October productions of 5,000 and 3,500 calf at 27c for Northerns. One packer, with unsold October calf, is now asking 28c.

For first salted Chicago city calfskins 25c is generally asked. They are reported to have moved at this figure. Last previous trading was at 24c last week. Outside cities are nominally around 23 $\frac{1}{2}$ c. Mixed cities and countries are quoted at 20@21c.

KIPSKINS—One packer sold October kipskins at the end of last week at 26c for natives and 25 $\frac{1}{2}$ c for over-weights. These skins were sold for export. Most of the late trading in kips has moved through that channel. This was an advance of 1c over last trading in October natives and overweights. Branded kips, around 24c asked.

First salted Chicago city kips, 24c asked and this price is reported paid. Outside city kips are quoted around 23c, nominally. Mixed cities and countries range 20@21c.

For packer regular slunks around \$2.00 is generally asked, with buyers ideas around \$1.75. Hairless are quoted at \$1.10 asked, with No. 2's at half price.

HORSEHIDES—The market is firm, and \$7.50 is reported paid for choice heavy hides, mostly renderers, with full heads and shanks. Ordinary mixed lots range down to around \$6.50.

SHEEPSKINS—Dry pelts are quoted at 25@28c per lb., according to section. There is little doing in domestic shearlings at this season. One packer moved two cars of fresh clipped and No. 2's mostly, at \$1.15. Another packer sold a small lot containing more No. 1's at \$1.20. Pickled skins remain firm and are generally well cleaned up to end of the month, with last trading at \$9.50 per doz. straight run of packer lamb at Chicago. Last trading in blind ribbies was at \$9.75 and ribbies \$8.50 for lambs, at Chicago. The New York market is firm, with sellers asking up to \$10.00 and buyers calling the market at \$9.50 to possibly \$9.75 for straight run of city lambs. Pickled sheepskins are selling at \$11.00 for blind ribbies and \$9.50 for ribbies at Chicago. Packer wool lambs are quoted at \$2.90 per cwt. live lamb at Chicago.

PIGSKINS—No. 1 pigskin strips are quoted at a 8 $\frac{1}{2}$ c, basis, Chicago freight. Gelatine stocks sold last at 4 $\frac{1}{2}$ c, delivered at mid-west point on contract.

New York.

PACKER HIDES—The packer hide market is strong but quiet. The heavy trading last week in spready native steers and bulls about cleaned up those descriptions. However, packers still hold November native and branded steers and are not yet offering but are awaiting developments in the western market. The market is quoted nominally on a basis of full Chicago prices, with an active demand. Last trading in spready native steers was at 24 $\frac{1}{2}$ c for July to November, and 24c for July to December. Native bulls sold last at 17c, June to October take-off.

COUNTRY HIDES—The country market is strong. While the heavier sole leather stocks are in better demand and feeling the effect of the strong packer

market, dealers are advancing their ideas on the lighter weights also. A car of midwestern city all-weights sold at 20c. A car of northern section southern city extremes, around 40 lb. average, grub and tick free, sold at 21 $\frac{1}{2}$ c. Receipts continue light and dealers generally have been keeping well sold up.

CALFSKINS—The market is firm and stocks are generally understood to be very small. Some trading in 5-7's is reported at \$2.10, 7-9's at \$2.60, and 9-12's sold at \$3.55. Higher prices are being asked in some directions. Last confirmed trading in 12-17 lb. veals was at \$4.00, and 17-lb. up at \$5.50.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending Nov. 5, 1927, 5,002,000 lbs.; previous week, 4,745,000 lbs.; same week, 1926, 5,363,000 lbs.; from Jan. 1 to Nov. 5, 189,442,000 lbs.; same period, 1926, 154,687,000 lbs.

Shipments of hides from Chicago for the week ending Nov. 5, 1927, 5,247,000 lbs.; previous week, 4,120,000 lbs.; same week, 1926, 6,017,000 lbs.; from Jan. 1 to Nov. 5, 217,772,000 lbs.; same period, 1926, 224,402,000 lbs.

September hide stocks on page 49.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending Nov. 12, 1927, with comparisons, are reported as follows:

PACKER HIDES.

| Week ending | Week ending | Cor. week. |
|---------------|--------------|------------|
| Nov. 12, '27. | Nov. 5, '27. | 1926. |

| | | | |
|---------------------------|---------------------------------------|------------------------|------------------------------------|
| Spready native steers | @25 | @25 | 17 @17 $\frac{1}{2}$ |
| Heavy native steers | 24b @24 $\frac{1}{2}$ ax | @24 | @15 |
| Heavy Texas steers | 23 @23 $\frac{1}{2}$ ax | @22 $\frac{1}{2}$ | @14 |
| Heavy butt branded steers | 23b @23 $\frac{1}{2}$ ax | @23 | @14 |
| Heavy Colorado steers | 22 $\frac{1}{2}$ b@23ax | @22 | @13 $\frac{1}{2}$ |
| Ex-light Texas steers | 21b@21 $\frac{1}{2}$ ax | @21 | @12 $\frac{1}{2}$ |
| Branded cows | 21b@21 $\frac{1}{2}$ ax | @21 | @12 $\frac{1}{2}$ |
| Heavy native cows | 22b@22 $\frac{1}{2}$ ax | @22 | @13 $\frac{1}{2}$ |
| Light native cows | 21 $\frac{1}{2}$ b@22ax | @21 $\frac{1}{2}$ | @13 $\frac{1}{2}$ |
| Native bulls | 17 $\frac{1}{2}$ b@17 $\frac{1}{2}$ n | @17 | 10 $\frac{1}{2}$ @10 $\frac{1}{2}$ |
| Branded bulls | 16 @16 $\frac{1}{2}$ n | 16 @16 $\frac{1}{2}$ n | 9 @10 |
| Calfskins | 27 | 26 | @18 $\frac{1}{2}$ |
| Kips | 26 | 25 | 17 $\frac{1}{2}$ @17 $\frac{1}{2}$ |
| Kips, overw't. | 25 $\frac{1}{2}$ | 24 $\frac{1}{2}$ | 15 $\frac{1}{2}$ @16 |
| Kips, branded | 24ax | 22 $\frac{1}{2}$ | 13 $\frac{1}{2}$ @14 |
| Slunks, regular | 1.75@2.00ax | @2.00ax | 1.25@1.75 |
| Slunks, hairless | @1.10ax | 1.05@1.10 | @85 |

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

| Week ending | Week ending | Cor. week. |
|---------------|--------------|------------|
| Nov. 12, '27. | Nov. 5, '27. | 1926. |

| | | | |
|----------------------|------------------------|-------------------|---------------------|
| Natives, all weights | @21 $\frac{1}{2}$ | @21 $\frac{1}{2}$ | @13 |
| Branded hds. | @21 | @20 $\frac{1}{2}$ | 9 $\frac{1}{2}$ @10 |
| Bulls, native | @17ax | @19 $\frac{1}{2}$ | 9 $\frac{1}{2}$ @10 |
| Branded bulls | 15 @15 $\frac{1}{2}$ n | @15 | 7 $\frac{1}{2}$ @8 |
| Calfskins | @25ax | @24 | @17b |
| Kips | @24ax | 23 @24n | @16 |
| Slunks, regular | 1.75@2.00ax | @1.75ax | @1.25n |
| Slunks, hairless | No. 1 @1.00ax | @1.00ax | @60n |

COUNTRY HIDES.

| Week ending | Week ending | Cor. week. |
|---------------|--------------|------------|
| Nov. 12, '27. | Nov. 5, '27. | 1926. |

| | | | |
|------------------|---------------------------------------|-------------------------|-----------------------------------|
| Heavy steers | @18 | 17 $\frac{1}{2}$ @18 | 10 @10 $\frac{1}{2}$ |
| Heavy cows | @18 | 17 $\frac{1}{2}$ @18 | 9 $\frac{1}{2}$ @10 $\frac{1}{2}$ |
| Deers | 19 @19 $\frac{1}{2}$ ax | 18 $\frac{1}{2}$ @19 | 10 $\frac{1}{2}$ @11 |
| Deers | 20 $\frac{1}{2}$ @20 $\frac{1}{2}$ ax | 20 $\frac{1}{2}$ @21ax | 13 @14 |
| Bullets | 13 $\frac{1}{2}$ b@14ax | 13 $\frac{1}{2}$ b@14ax | 6 @7 $\frac{1}{2}$ |
| Calfskins | 20@20m | 19 @19 $\frac{1}{2}$ n | 6 @13 $\frac{1}{2}$ |
| Kips | 19 $\frac{1}{2}$ @20m | 19 @19 $\frac{1}{2}$ n | 13 @13 $\frac{1}{2}$ |
| Light calf | 1.25@1.35 | 1.25@1.35 | 1.00@1.05 |
| Deacons | 1.25@1.35 | 1.25@1.35 | 1.00@1.05 |
| Slunks, regular | .75 @1.00 | .75 @1.00 | .60 @.75 |
| Slunks, hairless | .20 @.30 | .20 @.30 | .15 @.25 |
| Horsehides | 6.50@7.50 | 6.25@7.35 | 4.00@5.25 |
| Hogskins | 70 @75 | 70 @75 | 35 @45 |

SHEEPSKINS.

| Week ending | Week ending | Cor. week. |
|---------------|--------------|------------|
| Nov. 12, '27. | Nov. 5, '27. | 1926. |

| | | | |
|-----------------|-----------|------------|-----------|
| Packer lambs | 2.00@2.50 | 2.00@2.50 | 1.50@2.25 |
| Pkr. shearlings | 1.15@1.20 | 1.13@1.25n | 1.25@1.30 |
| Dry pelts | .25 @28 | .25 @28 | .22 @24 |

GEO.H.ELLIOTT & Co.

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PACKER HIDES AND SKINS

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ICE AND REFRIGERATION

ICE NOTES.

The Union Ice & Cold Storage Co., Stockton, Calif., has installed additional refrigerating equipment.

The New Orleans Cold Storage & Warehouse Co., New Orleans, La., has recently installed two 105-ton refrigerating machines.

The Riverside Ice & Cold Storage Co., Riverside, N. J., recently installed additional refrigerating machinery.

The cold storage plant of F. R. Klumb & Co., Tacoma, Wash., has been taken over by the Puget Sound Cold Storage Co., which will operate it in the future.

The Memphis Cold Storage & Warehouse Co., Memphis, Tenn., has added a 55-ton refrigerating machine to its equipment.

A building permit has been issued to the Cleveland Terminals & Cold Storage Co., Cleveland, Ohio, for a warehouse to cost \$1,500,000, which the company plans to build at 2012 West Fourteenth street.

The Eastern Ohio Cold Storage Co., Columbus, Ohio, has been incorporated with a capital stock of 3,000 shares of no par value. The incorporators are M. C. Schwan, W. E. Barnes and J. W. Hohl.

A permit has been granted to the Great

Lakes Terminal Warehouse Co. to erect a cold storage warehouse to cost \$1,500,000, in Toledo, Ohio. The building will be at 321 Morris street.

Contract has been awarded for a cold storage plant to be erected in Portland, Ore., for the Oregon Terminal Co.

The Houston Terminal Warehouse & Cold Storage Co., Houston, Tex., has installed additional refrigerating equipment.

The Valley Association of Commerce is advocating the construction of a cold storage warehouse at Harlington, Tex.

The Lewis Ice & Cold Storage Co., Dallas, Tex., has been incorporated with a capital stock of \$10,000. A. S. Dodd and E. R. Lewis are the incorporators.

C. C. Pearce & Co., Columbia, S. C., are installing additional cold storage facilities. When the work is completed the plant will have a capacity of from 10 to 12 cars of produce.

The Mid-Columbia Cold Storage Co., New York City, has increased its capital from 2,000 shares to 2,728 shares.

R. H. DuBois & Sons are building an addition to their cold storage plant in New Paltz, N. Y.

The Worcester Refrigerating Co., Worcester, Mass., has been incorporated with a capital stock of \$25,000. Donald Luey is president and treasurer of the company.

The Butler Ice & Cold Storage Co., Butler, Ga., has been incorporated with a capital stock of \$20,000 by I. B. Childs.

Plans for the erection of a one-story ice manufacturing and cold storage plant are being completed by the Salinas Cold Storage & Ice Co., Salinas, Calif. The building and equipment will cost in the neighborhood of \$150,000.

Contract has been awarded by the Richmond Cold Storage Co., Richmond, Va., for the erection of a cold storage unit to cost \$125,000. The building will be 100 by 152 feet.

The Crystal Ice & Cold Storage Co., Glendale, Ariz., is completing plans for a cold storage warehouse addition to cost \$50,000.

The Southern Ice Co., St. Louis, Mo., is considering plans for the erection of a cold storage warehouse in Little Rock, Ark., to cost \$150,000 with equipment.

The Ice Service Co., Pine Bluff, Ark., has been incorporated with a capital stock of \$10,000 to build a cold storage warehouse. A. H. Miller, J. W. Dawley and T. M. Hooker are the incorporators.

J. C. Segar will erect a cold storage warehouse in Abbeville, Ga.

The Butler Ice & Storage Co., Butler, Ga., has been incorporated with a capital stock of \$20,000 by I. B. Childs.

The Tenville Ice & Cold Storage Co., has started operations in Tenville, Ga.

REFRIGERATION SAFETY.

Among the subjects discussed at the general meeting of the German Institute of Refrigeration at Karlsruhe recently was that of accidents to refrigerating plants, which was dealt with by Herr E. Zäuner in considerable detail. The following provisions have been agreed upon by the Institute in conjunction with other engineering societies:

In refrigerating plants on the compression system, each compressor cylinder should be fitted with a safety appliance that will relieve any increase in pressure likely to be dangerous to parts of the machine; or, in case of an agreed dangerous pressure being reached, the device will release an audible signal.

In absorption system plants of up to 11 gallons boiler content without liquor

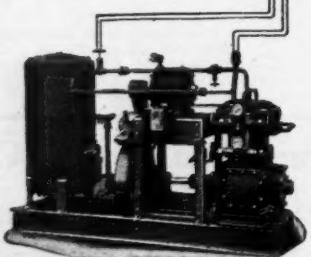


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Will cool your boxes—and keep on cooling them, long after other machines would be worn out.

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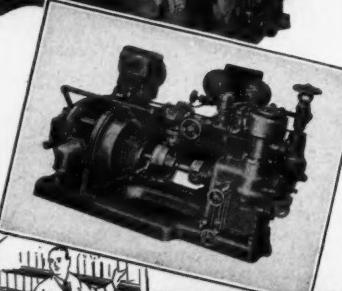
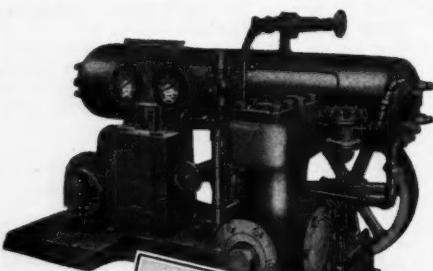
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The York full automatic refrigerating unit is just the thing for the meat and produce market. Here is a machine obtainable in sizes ranging from one-half ton to eight tons daily capacity. It is a self-contained unit, direct-connected to motor, thus effecting an economy in power. It is small, compact, all parts readily accessible, and the entire unit is portable. Thousands of meat and produce men all over the country are eliminating waste and spoilage and conducting their establishments more profitably since installing York Equipment.

Let us send you the names of some in your own locality; also furnish you with full details of this money making machine. No obligation.

YORK Manufacturing Company
Ice Making and Refrigerating Machinery Exclusively

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pumps are to be fitted with a safety device against unintended pressure increases; those of over 11 gallons content are to be fitted with two independent safety contrivances, of which either one will relieve the pressure in the boiler.

Such safety devices would not be necessary if, in the construction of the apparatus, or in the method of heating under all circumstances, the guarantee is given that the attainment of a dangerous pressure is obviated. A pressure that is five atmospheres below the test pressure is to be considered a dangerous pressure.

In apparatus of 11 gals. boiler content or more, each boiler is to be provided with a blow off, either into the open air or into a body of water of sufficient capacity.

All containers and apparatus must, before leaving the maker's works, be subjected to a water pressure resistance test by the maker. This water pressure test must be done with a pressure of at least three atmospheres higher than the blow-off test of the safety appliance. Works' records of the tests must be prepared and be filed by the maker.

In absorption machines with liquor pumps, the distilling boiler must be fitted with a safety contrivance against unintended high pressure, in case the temperature of the heating medium, if not provided against in the construction, should exceed the prescribed safety level.

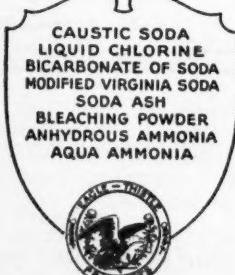
The belt of the liquor pump must not contain any momentum mass.

The water pressure tests to be applied to the boiler must be done under a pressure lying at least 15 atmospheres above the working pressure.

It is observed in connection with the foregoing that in nearly all cases accidents with cooling machines are due almost always to mistaken handling, and ignorance of the attendants. On this account no protective contrivance can avail if the co-operation of the workers is not gained through explanations and education, in which the hanging up of illustrations is a good method. Breathing apparatus is also recommended for protection against injurious gases.

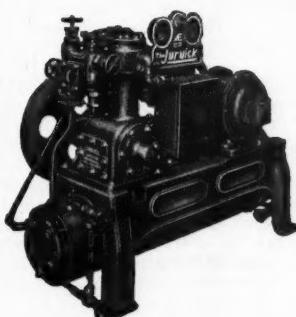
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is made by Mathieson process, in a Mathieson plant, and sold under the Mathieson "Eagle-Thistle" trade mark. It is backed by the same resources that have built the Mathieson reputation for uniform dependability.



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Just turn the switch

THE JURUICK AUTOMATIC UNIT controls the temperature of your refrigerator or display cabinet without your giving it a thought.

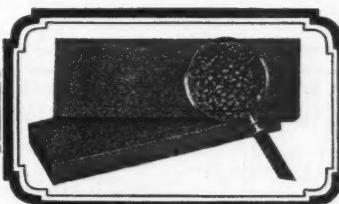
Just turn the switch and it will bring down the temperature to the exact degree of cold desired and stop. When the temperature begins to rise the machine starts up again and runs only so long as is necessary to restore the required temperature.

The JURUICK prevents food spoilage and is better and cheaper than ice.

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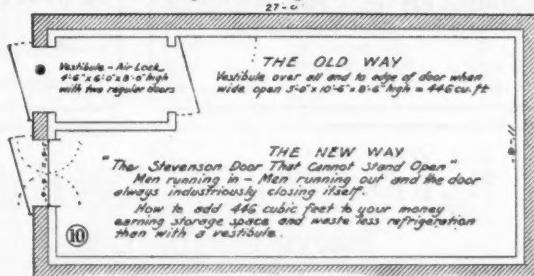
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(Made in U. S. A.)

and "UNITED'S SERVICE"

provide permanent and economical Cold Storage Rooms
UNITED CORK COMPANIES

LYNDHURST, N. J.

Chicago Section

Jas. G. Cownie of the Jacob Dold Packing Co., Buffalo, N. Y., spent a few days in Chicago this week.

Thos. E. Tower, vice-president of the Sullivan Packing Co., Detroit, Mich., was a Chicago visitor this week.

C. M. Van Paris, secretary, Hammond Standard Co., Detroit, Mich., was in Chicago this week on a business trip.

R. C. Sinclair, vice-president of T. M. Sinclair & Co., Cedar Rapids, Ia., was in Chicago for a few days this week.

Fred G. Duffield, vice-president of Jacob E. Decker & Sons, Mason City, Ia., made a business trip to Chicago this week.

Gus Kuhn, superintendent of A. Gobel, Inc., New York City, was a visitor to Chicago during the past week. Mr. Kuhn is one of the best-known men in the operating end of the business, and never misses an opportunity to keep track of what is going on.

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Louis S. Dennig, assistant general manager, St. Louis Independent Packing Co., St. Louis, called on his Chicago friends this week.

Jay C. Hormel, vice-president and general manager of Geo. A. Hormel & Company, Austin, Minn., again looked in on Chicago this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 39,324 cattle, 10,290 calves, 80,508 hogs and 41,014 sheep.

Eugene W. Applegate, for many years division sales manager for the Wesson Oil and Snowdrift Company, died Monday of heart disease on a train while returning to Chicago from Mississippi, where he had gone to regain his health.

Provision shipments from Chicago for the week ending Nov. 5, 1927, with comparisons, are reported as follows:

| | Last wk. | Prev. wk. | Cor. week. |
|-------------------|------------|------------|------------|
| Cured meats, lbs. | 20,598,000 | 23,589,000 | 19,996,000 |
| Fresh meats, lbs. | 39,253,000 | 41,106,000 | 44,113,000 |
| Lard, lbs. | 11,479,000 | 8,355,000 | 5,503,000 |

The partnership existing between Geo. J. Schultz, Oliver C. Miller, Edward Schultz and Clyde H. Schultz, doing business as Schultz and Miller, was dissolved on Nov. 5, Oliver C. Miller withdrawing. The remaining partners—Geo. J. Schultz, Edward

Schultz and Clyde H. Schultz—will continue to operate the business of sausage and provision manufacture under the name of Schultz & Miller until further notice.

John T. Geltmacher, one of the oldest traders in the provision pit at the Chicago Board of Trade, and well known in the provision industry, celebrated his eighty-second birthday on Nov. 8. Mr. Geltmacher was born in 1845 and purchased his Board of Trade membership in 1868. He has been confined to his home by illness during the past several months, but his many friends in the pit did not forget him on his natal day. A delegation of traders and friends visited him and presented him with a floral tribute as a token of their esteem.

AN EVAPORATOR EXPERT.

L. C. Cooley has joined the staff of the Swenson Evaporator Co., Harvey, Ill., a subsidiary of Whiting Corporation, in the capacity of chemical engineer. In addition to research work, Mr. Cooley has had over ten years' field experience, including the installation and operation of evaporators, filters and related process equipment. With this practical experience, he is well prepared to handle operating problems. Mr. Cooley is a graduate of Massachusetts Institute of Technology and a member of both the American Chemical Society and the American Institute of Chemical Engineers.

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| Tallow | The Davidson Commission Co. | Tankage |
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| Provisions | | Cracklings |
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We specialize in taking care of the requirements of buyers located all over the United States and Canada. Offerings telegraphed promptly on receipt of inquiries.

On request, our complete provision, fresh meat, packinghouse products, tallow and grease daily market quotation sheets will be mailed to any member of the trade free of charge; also our periodical market reports.

November 12, 1927.

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LIVERPOOL PROVISION STOCKS.

Stocks on hand at Liverpool on November 1, 1927, with comparisons for last month and last year as estimated by the Liverpool Provision Trade Association, were as follows:

| | Oct. 31st, | Sept. 30th, | Oct. 31st, |
|----------------|--------------|--------------|------------|
| Bacon | 29,032 Cwts. | 23,718 Cwts. | 6,060 Bxs. |
| Hams | 7,225 Cwts. | 10,737 Cwts. | 1,982 Bxs. |
| Shoulders | 1,032 Cwts. | 1,163 Cwts. | 1,241 Bxs. |
| Lard (P.S.W.) | 916 Tons | 630 Tons | 1,004 Tons |
| Lard (Refined) | 1,419 Tons | 2,757 Tons | 4,416 Tons |

Imports into Liverpool for the month of October:

| | |
|-----------------------------|--------------|
| Bacon (including Shoulders) | 48,416 Cwts. |
| Hams | 28,601 Cwts. |
| Lard | 2,016 Tons |

The approximate weekly consumption ex Liverpool stocks is given below:

| | Bacon | Hams | Lard |
|-------------------|--------|-------|------|
| Oct. 1927, Cwts. | 9,727 | 7,277 | 747 |
| Sept. 1927, Cwts. | 12,503 | 9,981 | 686 |

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Nov. 5, 1927.

CATTLE.

| | Week ending Nov. 4. | Prev. week. | Cor. week. |
|--------------------------|---------------------|-------------|------------|
| Chicago | 30,746 | 31,011 | 34,740 |
| Kansas City | 30,186 | 30,787 | 37,149 |
| Omaha | 18,648 | 22,986 | 18,835 |
| East St. Louis | 13,105 | 12,164 | 18,666 |
| St. Joseph | 9,707 | 9,602 | 11,152 |
| St. Louis | 7,846 | 21,401 | 10,924 |
| Fort Worth | 10,434 | 9,301 | 8,032 |
| Philadelphia | 1,799 | 1,912 | 2,321 |
| Indianapolis | 5,424 | 6,546 | 4,724 |
| Boston | 1,937 | 1,970 | 2,383 |
| New York and Jersey City | 10,608 | 10,628 | 10,023 |
| Oklahoma City | 5,436 | 5,220 | 4,270 |
| Total | 137,976 | 163,528 | 161,329 |

HOGS.

| | 86,600 | 135,200 | 118,200 |
|--------------------------|---------|---------|---------|
| Kansas City | 18,386 | 36,026 | 29,569 |
| Omaha | 16,006 | 21,358 | 21,820 |
| East St. Louis | 29,111 | 37,148 | 34,162 |
| St. Joseph | 13,328 | 27,755 | 30,385 |
| Sioux City | 11,726 | 25,729 | 18,937 |
| Fort Worth | 2,943 | 4,097 | 3,486 |
| Philadelphia | 20,208 | 20,575 | 19,367 |
| Indianapolis | 37,063 | 32,520 | 19,148 |
| Boston | 9,190 | 9,130 | 10,017 |
| New York and Jersey City | 48,204 | 51,656 | 51,576 |
| Oklahoma City | 3,126 | 6,761 | 3,329 |
| Total | 270,620 | 407,955 | 368,081 |

SHEEP.

| | 46,444 | 50,949 | 42,273 |
|--------------------------|---------|---------|---------|
| Kansas City | 14,863 | 19,388 | 9,045 |
| Omaha | 15,270 | 20,168 | 26,158 |
| East St. Louis | 10,398 | 8,099 | 8,900 |
| St. Joseph | 12,584 | 17,809 | 12,986 |
| Sioux City | 11,374 | 15,930 | 10,102 |
| Fort Worth | 1,985 | 3,390 | 2,485 |
| Philadelphia | 5,389 | 6,017 | 5,854 |
| Indianapolis | 6,034 | 5,167 | 1,069 |
| Boston | 6,517 | 6,647 | 6,629 |
| New York and Jersey City | 51,196 | 57,583 | 55,852 |
| Oklahoma City | 111 | 112 | 101 |
| Total | 182,063 | 211,259 | 182,614 |

What are the yields in cutting carcass beef, New York or Philadelphia style, compared to the Chicago method? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Stocks and Distribution of Hides and Skins

Stocks of hides and skins at the end of September, 1927, with comparisons, based on reports received from 4,389 manufacturers and dealers, are reported by the U. S. Department of Commerce as follows:

| | Stocks on hand or in transit Sept., Aug., Sept., Sept., | Moved in Sept., |
|---|---|-----------------|
| Cattle, total, hides. | 1927, 1927, 1927, | 1927, |
| Domestic—packer hides | 3,516,514 | 3,383,908 |
| Domestic—other than packer hides | 2,387,114 | 2,235,916 |
| Foreign (not including foreign-tanned) hides. | 702,026 | 740,284 |
| Buffalo hides. | 427,374 | 407,708 |
| Cattle and kip, foreign-tanned hides and skins. | 75,812 | 78,879 |
| Calf and kip skins | | 2,414 |
| Horse, colt, ass, and mule: | 3,704,525 | 4,085,123 |
| Hides | 87,054 | 74,048 |
| Fronts, whole | 104,152 | 111,971 |
| Butts, whole | 45,075 | 71,211 |
| Shanks | 21,544 | 9,735 |
| Goat and kid skins | 10,030,207 | 11,570,856 |
| Cabretta skins | 1,003,004 | 1,500,016 |
| Sheep and lamb skins | 8,002,206 | 8,811,168 |
| Skivers and fleshers, dozens | 101,888 | 103,883 |
| Kangaroo and wallaby skins | 125,986 | 104,346 |
| Deer and elk skins | 235,772 | 226,443 |
| Pig and hog skins | 77,853 | 72,523 |
| Pig and hog strips pounds | 399,995 | 579,726 |
| | | 474,597 |
| | | 102,388 |

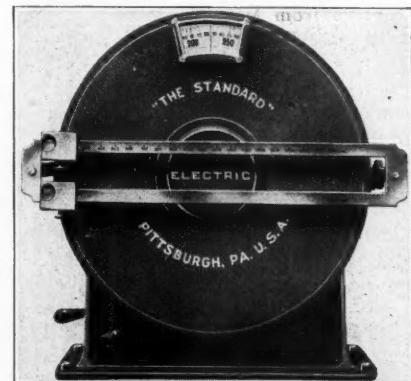
THE NATIONAL PROVISIONER**ELECTRIC HEAVY DUTY SCALE.**

Scales are one of the most necessary appliances in use in the meat industry. Without them it is difficult to imagine how business might be carried on.

All of the raw materials entering a meat packing plant and all of the finished products are bought and sold on the basis of weight. And in even a small establishment if scales of reasonable accuracy are not used, and if those whose duty it is to read the scale are inaccurate or careless, losses will quickly mount to surprising figures.

Accuracy in scales is important. The more accurate a scale is the smaller will be the percentage of over and under weights and the fewer and the smaller will be the errors due to the human element.

It will pay the meat man—he packer or retailer—not only to have those types

**NEW ELECTRIC DIAL SCALE.**

It contains an electrically operated poise shift which automatically strikes a balance. An accuracy of 1/70 of one per cent is claimed.

of scales best adapted to the uses to which they are to be put, but to have accuracy in the highest degree possible.

A new type of electric dial scale has been placed on the market recently by the Standard Scale & Supply Corporation, Pittsburgh, Pa.

This new scale incorporates the principle of a chemist's laboratory scale, long known for its extreme accuracy, with an electrically operated poise shift which automatically strikes a perfect balance. An accuracy of 1/70 of one per cent can be obtained, it is claimed.

The fact that the load on the platform of the scale does not do the work of turning the mechanism, as in ordinary scales, is one of the reasons why it is said to be possible to obtain this high degree of accuracy.

CHICAGO LIVESTOCK.

| | RECEIPTS. | | | |
|---------------------|-----------|---------|--------|--------|
| | Cattle. | Calves. | Hogs. | Sheep. |
| Mon., Oct. 31..... | 26,587 | 4,483 | 28,167 | 20,746 |
| Tues., Nov. 1..... | 11,900 | 2,695 | 22,695 | 9,713 |
| Wed., Nov. 2..... | 15,327 | 2,3,9 | 13,805 | 11,592 |
| Thurs., Nov. 3..... | 10,623 | 3,016 | 23,392 | 11,178 |
| Fri., Nov. 4..... | 2,248 | 672 | 18,950 | 7,608 |
| Sat., Nov. 5..... | 500 | 200 | 3,000 | 2,000 |

| | SHIPMENTS. | | | |
|---------------------|------------|---------|-------|--------|
| | Cattle. | Calves. | Hogs. | Sheep. |
| Sat., Oct. 29..... | 304 | ..... | 1,000 | .... |
| Mon., Oct. 31..... | 5,887 | 236 | 7,364 | 1,288 |
| Tues., Nov. 1..... | 5,184 | 180 | 4,449 | 1,187 |
| Wed., Nov. 2..... | 5,394 | 20 | 3,374 | 3,235 |
| Thurs., Nov. 3..... | 4,103 | 210 | 6,658 | 1,338 |
| Fri., Nov. 4..... | 1,907 | 156 | 8,572 | 3,031 |
| Sat., Nov. 5..... | 200 | ..... | 2,500 | 1,000 |

| | Receipts at Chicago Stock Yards thus far this year to Nov. 5, with comparative totals: | | | |
|-----------------------|--|---------|--------|--------|
| | Cattle. | Calves. | Hogs. | Sheep. |
| Total this week | 22,075 | 802 | 32,917 | 11,074 |
| Previous week | 23,786 | 948 | 36,144 | 24,723 |
| Year ago | 21,702 | 1,329 | 44,139 | 29,232 |
| Two years ago | 24,502 | 1,142 | 55,479 | 21,308 |

Receipts at Chicago Stock Yards thus far this year to Nov. 5, with comparative totals:

| | Cattle. | Calves. | Hogs. | Sheep. |
|---------------------|---------|---------|-------|--------|
| Sat., Oct. 29..... | 304 | ..... | 1,000 | .... |
| Mon., Oct. 31..... | 5,887 | 236 | 7,364 | 1,288 |
| Tues., Nov. 1..... | 5,184 | 180 | 4,449 | 1,187 |
| Wed., Nov. 2..... | 5,394 | 20 | 3,374 | 3,235 |
| Thurs., Nov. 3..... | 4,103 | 210 | 6,658 | 1,338 |
| Fri., Nov. 4..... | 1,907 | 156 | 8,572 | 3,031 |
| Sat., Nov. 5..... | 200 | ..... | 2,500 | 1,000 |

Combined weekly hog receipts at eleven markets for week ending Nov. 5, with comparisons:

| | Cattle. | Hogs. | Sheep. |
|------------|-----------|------------|------------|
| 1927 | 8,157,000 | 18,847,000 | 9,518,000 |
| 1926 | 9,754,000 | 18,740,000 | 10,467,000 |
| 1925 | 9,424,000 | 21,433,000 | 9,005,000 |
| 1924 | 9,422,000 | 25,884,000 | 9,485,000 |
| 1923 | 9,721,000 | 26,220,000 | 9,625,000 |
| 1922 | 9,385,000 | 19,391,000 | 8,772,000 |
| 1921 | 7,972,000 | 18,740,000 | 10,440,000 |

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

| | Average Number Weight—Price received lbs. | Top Average. |
|---------------------|---|--------------|
| *This week | 117,100 233 \$10.50 | \$ 9.30 |
| Previous week | 100,506 237 11.65 | 9.70 |
| 1926 | 155,010 230 13.35 | 12.55 |
| 1925 | 150,349 243 12.00 | 11.10 |
| 1924 | 174,255 234 10.25 | 9.30 |
| 1923 | 217,635 236 7.65 | 7.05 |
| 1922 | 165,382 230 8.75 | 8.30 |

Avg. 1922-1926 172,500 236 \$10.40 \$ 9.65

*Receipts and average weight for week ending Nov. 5, 1927, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

| | Cattle. | Hogs. | Sheep. |
|-------------------------|---------|---------|---------|
| Week ending Nov. 5..... | \$13.85 | \$ 5.70 | \$13.75 |
| Previous week | 14.00 | 5.70 | 5.65 |
| 1926 | 9.00 | 12.55 | 10.50 |
| 1925 | 10.45 | 11.10 | 11.75 |
| 1924 | 10.00 | 9.30 | 10.75 |
| 1 | | | |

Retail Section

Straight Talks With Meat Retailers

XVIII—Destructive Competition Does Not Pay

Competition of the right sort is a good thing for everyone engaged in it.

It stimulates business, inspires one to make his greatest efforts, and makes healthy conditions for everybody concerned.

On the other hand, unethical competition does only harm.

It not only creates difficult problems for the man who indulges in it, but it injures those retail meat dealers who are trying to do business along proved business lines, by putting them under a cloud of suspicion that is not justified.

The trade in the community is harmed accordingly, and the public receives service of a quality inferior to what it was accustomed to formerly.

Every man in business is a part of the industry in which he is engaged, and it behooves him to do nothing that will lower the dignity, tone and general public regard in which that industry is held. He cannot injure his industry without hurting himself and his business.

In this article of his series, which have been appearing from time to time in THE NATIONAL PROVISIONER, W. C. Davis, who is marketing expert of the U. S. Bureau of Agricultural Economics, tells of the bad effects when one dealer attempts to do business at prices that do not leave a fair margin of profit.

This is the eighteenth article by Mr. Davis in this series of "Straight Talks." Others appeared in THE NATIONAL PROVISIONER of Jan. 26, 1926; Feb. 5; Feb. 20; March 27; April 10; April 24; May 8; May 22; July 3; July 24; Aug. 21; Aug. 30; Nov. 22, 1926; Jan. 29, 1927; March 19; May 7, and Aug. 20, 1927.

Two Kinds of Competition

By W. C. Davis.

To the uninitiated any casual reference to competition, whatever its nature may be, tends to focus the individual's attention on the price at which a given product is featured. In most cases, probable differences in quality are lost sight of, and the average person is inclined to make comparisons on the basis of price only.

The price tag on an article means little unless backed by reputation, and no reputable dealer will sacrifice reputation by the substitution of inferior merchandise for the fluctuating response produced solely on price appeal. Quality of the product should receive first consideration. All businesses conducted on any other basis are virtually contributing to their early financial interment.

In reality, there are two kinds of competition. One is constructive and the other is destructive. One builds—the other tears down. One is necessary to the public good—the other tends to disrupt morals, creates suspicion and distrust and, on the whole, destroys confidence.

Constructive competition is built on quality and service. Destructive competition considers price only and is so closely linked with deception that it virtually amounts to opposition. Its methods of operation are opposed to all the codes of sound business ethics and the business life of such operators is generally numbered even before they begin to operate.

Good Competition Creates Initiative.

My retailer friend, to which class do you belong? Have you ever stopped long enough to analyze results which follow constructive competition and results which must inevitably follow destructive competition? In proportion as profits are vital to enduring prosperity and success, so is constructive competition necessary to continuity and permanency of operation.

Competition of the right sort creates initiative, promotes sales ability and inspires confidence. It is not so with the other kind. The destructive kind which I have classed herein as "opposition" depends upon our ignorance of quality and the lure of price to move the products.

The latter class thrives more or less intermittently until we become wise, then passes out and usually is listed among the failures. Dealers who practice it belong to the class that tries to reap where it has not sown. They are continually tearing down the ideals that honest competitors are endeavoring to build up.

Two Dealers' Experience.

To illustrate: In a growing section of one of our larger cities, a retail grocer and

Does It Pay?

A retail meat dealer opened business in a community where there were two other dealers.

The two established dealers were doing business on a business basis. They charged fair prices, rendered good service and had the respect of the people in the community.

The new dealer had other ideas. Goodwill meant little to him. He made drastic price reductions and sold many meats at a loss.

The result was disastrous. He disrupted trade in the district; placed the original retailers in a bad light in the community and eventually wrecked his own business.

There is only one way to do business. That is at prices that permit a fair profit to the dealer and good service to the customers.

meat dealer located. He was a practical man, understood the business, built a reputation for honesty and fair dealing and incidentally increased his trade according as the district became more thickly populated.

After a period of two years a second retail man located in the same community. He too was a practical man and rendered a service similar in all respects to number one. Like number one, number two knew the value of operating according to business principles, consequently became a real competitor. Both considered reputation a most valuable asset, therefore, were not influenced to sacrifice quality to price. Consequently there were no price wars between the two.

Each realized they were entitled to a just financial reward for the services they rendered, and each were desirous of so conducting themselves and their business as to merit commendation of their respective clientele. Their aims were practically identical, therefore they became friends.

As the community grew, business in both places showed healthy increases. A year or so later the third store opened for business. This man, unlike operators of numbers one and two, had a different idea of business. Permanency of operation and good will meant little to him. At the outset he started drastic price cuts on well known brands of goods and sold many products at less than cost. He used every other questionable means known to the industry to attract customers.

Bad Competition Hurts All.

A percentage of the regular customers of stores numbers one and two shifted their patronage to store number three, because of the differences in prices and immediately became suspicious of their former dealer. As has been the case in all instances where "price" regardless of quality is featured many who had shifted to store number three soon found their mistake and became dissatisfied but did not return for obvious reasons to their former store.

In a short time number three quit business, practically over night. He tried to reap where he had not sown and failed because of it, but this was not all. Because of his methods, he had created distrust and suspicion on the part of local consumers in other stores in that locality and consequently was responsible for driving trade away from the community. Because of his methods, he also forced two reputable dealers to begin anew to build their business under a handicap, impaired confidence with which they did not have to contend when they first began to operate. "Opposition" such as illustrated by the methods of operator number three is vastly different from competition as shown by results of both number one and number two.

There is no place in the code of business ethics for "opposition" but competition is vital not only for the public good, but for industry in general.

November 12, 1927.

THE NATIONAL PROVISIONER

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Tell This to Your Trade

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

WHO PAYS FOR THE BONE?

The question "Who pays for the bone?" was asked one day recently, and this is the way B. F. McCarthy, of the New York office of the U. S. Bureau of Agricultural Economics answered it. The question in this instance referred to the bone in meat carcasses as sold in retail meat shops.

The retailer buys the carcass or cut, with the bone in—unless he buys boneless meat. If his shop is run on a strictly scientific basis, he figures the value of the different cuts he sells and endeavors to make a satisfactory profit on his sales.

If he sells meat without bone, he must add enough to the price of the cuts to cover the difference between what he gets for the bones and what he pays for the carcass or cut as he bought it.

When bones are sold to dealers the retail butcher receives a low price per pound compared with what he paid for the meat with the bone in. The logical conclusion, therefore, is that the consumer pays for the bone, or at least the greater part of it.

If bone is included in the cut sold at retail it is weighed with the meat, of course, and the price charged is fixed with that knowledge in the back of the retailer's head.

So, no matter how we try to adjust the matter from a standpoint of equity, we find that consumers pay for what they get according to its value—providing, of course, the retailer's business is run properly.

Bones are by no means a total loss to consumers if best advantage is taken of their use. Marrow bones are high in mineral and food value, and add considerably to flavor. This is especially true if they are used for soup making. Soup is not only valuable as a carrier of much food, such as vegetables and grain, but gives to the body certain elements that it needs, as well as health preserving vitamins. It is highly probable that more bones could be used than find their way into soups at present.

In this connection the U. S. Department of Agriculture, Farmers' Bulletin No. 391, says: "Almost any meat bones can be used in soup making, and if the meat is not all removed from them the soup is better. But some bones, especially the rib bones, if they have a little meat left on them, can be grilled and roasted into very palatable dishes."

The 'sparerib' of Southern cooks is made from the rib bones of a roast of pork, and makes a favorite dish when well browned. The braised ribs of beef, often served in high-class restaurants, are made from the bones cut from rib roasts.

"In this connection it may be noted that many of the dishes popular in good hotels are made of portions of meat such as are frequently thrown away in private homes, but which with proper cooking and seasoning make attractive dishes and give most acceptable variety to the menu. Marrow from bones is sometimes removed after cooking, seasoned and served on toast."

There are other ways that bones can be utilized with dietary profit to consumers, and less loss on the meat bill.

NEWS OF THE RETAILERS.

The Eckert Cash Market, 19 W. Main St., Battle Creek, Mich., has been incorporated with a capital stock of \$18,000.

Lewis Margan and C. W. Rea have purchased the Dixon Meat Market at Craig, Colo., from C. Duncan.

Majorie H. Stiffler has purchased the meat business of J. E. Grafton at 1425 So. Monroe St., Muncie, Ind.

Ural Boyd has purchased Fletcher's Market, Carlsbad, N. M., the largest market in the Pecos Valley.

Ray Culver has purchased the meat business of Carl W. Smith on E. Wyandot Ave., Upper Sandusky, Ohio.

The meat market of H. Russell, Bronson, Texas, was badly damaged by fire recently.

Fred Peabody and M. Mack have purchased the meat market of Carl Rosberg, McGregor, Minn.

The Eagle Meat Market has consolidated with the meat market of G. I. Barton, 819 First Ave., Seattle, Washington.

O. E. Walker has sold his meat market at Villard, Minn., to Arthur Butler.

Alex Moore has purchased the meat market of L. M. Gaver, So. Sixth St., Beatrice, Nebr.

Geo. Belyea has purchased the Cash Meat Market, Iona, Minn., from C. S. Bates.

Theodore Boettcher has bought out the C. F. Hoemke meat market, which he will operate in new quarters at corner of Winslow, West Morton and Dodd Rd., St. Paul, Minn.

The Sage Grocery Co. will open a new meat market and grocery at 17th and Strong Sts., Topeka, Kans. This will be the fifth store for the Sage Co. in Topeka.

J. M. Smith has purchased the meat business of W. O. Smith at Chariton, Ia.

The Central Meat Market and sausage factory, 210 E. Oak St., Little Rock, Ark., has been purchased by John E. Erbacher.

G. G. Robinson has added a meat department to his Produce Company, Lingle, Wyo.

Metropolitan Meat Markets Corporation, 3235 Lawrence Ave., Chicago, Ill., has been incorporated with a capital of \$250,000.

Frank Massock and Paul Piscia will open a new meat market at 725 No. Spalding St., Spring Valley, Ill.

C. Geiger and C. Geisler will open a meat market at 308 No. 8th St., Manitowoc, Wis.

L. E. Smith has purchased the North Side Grocery and Meat Market, Hillsdale, Mich., from J. W. Bennett.

C. W. Trickett and son have purchased the City Meat Market, Bird City, Kans., from M. Partch.

Frank W. Willard has purchased the meat market of the late Julius G. Jacobs, 7901 N. Ash St., Spokane, Wash.

The meat market at Tipton, Ill., was recently destroyed by fire.

J. W. Baker has opened a meat market at Worthington, Minn.

John Hoffman & Son have bought the Sanitary Meat Market at Bowbells, N. Dak.

Fred Baumgart has purchased the meat business of Chas. Retallick at Livingston, Mont.

Harry Henderson has purchased the meat business of the C and C Co., Correctionville, Ia.

N. M. Victor will engage in the meat business at Parkersburg, Ia.

Lewis Good will engage in the meat business at LaFontaine, Ind.

Henry Stumpf has purchased the City Meat Market, Auburn, Nebr., from J. M. Harrmer.

Ed. Miesfeldt will engage in the meat business at 12th and Superior Sts., Sheboygan Falls, Wis.

William Maas will open a meat market in the A. C. Gates Bldg., Osseo, Wis.

R. C. Recob has opened a new meat market at London, Ohio.

F. W. Neutman will shortly open a meat market at Steele, N. D.



"Meat Retailing"

By A. C. SCHUEREN

A volume which transplants the former "butcher" into the Retail Meat Business.

A book which should be read by every one in the Meat Industry — Packer, Wholesaler, Salesman and Retailer.

Its effect should be better and more profitable Retail Meat Distribution.

Over 850 pages—163 illustrations—235 meat pricing charts—60 useful tables.

For sale by

The National Provisioner

Old Colony Bldg., Chicago

Price \$7.00, postage extra

A meat department, handling a complete line of fresh and cured meats, will be installed in the Thompson Grocereria at Grinnell, Ia.

J. E. Pittman has purchased the City Market at Prescott, Ark.

R. L. Ballard & Son have leased the City Market, Kenedy, Texas, from R. J. Scarborough.

W. F. and Johnnie Dunn have purchased the City Meat Market, Merkel, Texas, from Leonard L. Wills.

Helen Stirling has sold her meat market at Eaton Rapids, Mich., to Clair and Ray Squires.

L. E. Stonebraker will shortly open a new meat market at Maroa, Ill.

E. L. Buechler is establishing a branch of his United Meat Market at 7438 Harrison St., Forest Park, Ill.

Elmer Percival has purchased the West Side Market on 21st St., Falls City, Nebr., from Albert Zimmerman.

Larson's Meat Market, 3346 Hennepin Ave., Minneapolis, Minn., was damaged by fire recently to the extent of \$2,000.

New York Section

Meat Retailers and Chain Store Competition

The big inter-branch meeting of the New York State Association, held Thursday evening, November 3rd, at the Fraternity Building, 67 West 125th Street, New York City, attracted a representative gathering of progressive meat dealers of Greater New York.

An interesting discussion took place on practical methods of coping with the serious competition which is now facing the retail industry through the chain stores. The officers of the state association are studying this condition from all angles.

James Fri, retail merchandising expert, gave some interesting side-lights as to how modern scientific methods were being applied to the chain store system of distribution, the general principles involved in making such merchandising a success, and its practicability to the retailing of meat.

Mr. Fri was preceded by Harry Brownell, who discussed the services of educational institutions in studying problems of this nature for the benefit of business in general, and their efforts to help any particular group of merchants who had problems which they desired to work out.

Charles Schuck, treasurer of the New York State Association, presided as chairman, and the meeting was devoted mostly to discussing the angles and benefits which might be incurred by retail meat dealers in carrying groceries as a sideline to the retailing of meats.

To Buy Cooperatively and Sell Groceries.

This new activity will probably be handled and developed through the New York Retail Butchers' Fund, Inc., whose charter provides for such a service. In fact, cooperative buying of groceries in quantity lots through the above-mentioned funds, and distributed to members at lowest possible prices, is the general plan for meeting this competition.

There were present at this meeting many retailers who are now successfully handling groceries as a sideline, and from these men came much practical information which will no doubt go a long way in guiding the course of the officers in working out a plan whereby this service can be put into effect.

A very strong appeal was made to the members and officers of the branches to build up the numerical strength of this membership, so that through a large united membership the buying power of the individual retailer would be a big asset in meeting the situation successfully.

The committee which had been appointed to devise ways and means of handling the cooperative buying of groceries reported their investigations in working out a plan with wholesale grocers, and also considered the possibility of buying merchandise in carload lots. The enthusiasm displayed at this meeting demonstrated the keen interest and determination of the retail meat dealers to take definite steps to protect themselves against chain store compe-

tition. The retailers of New York City say they are not going to be caught napping.

Ladies' Night at Bronx Branch.

Last Sunday night the Bronx Branch, New York State Association of Retail Meat Dealers, gave a ladies' night in the small ballroom of Ebling's Casino. This is an annual event and is greatly anticipated by the members and their families. It is really a sort of "get-together" affair and partakes of the nature of a family party. Groups of friends gather around the tables and visit back and forth. The dancing was almost continuous, the music being furnished by the Melodians, Arthur Hirsch's band. Refreshments and plenty of them were served during the evening. The chairman, Fred Hirsch, and the offi-

cers are to be congratulated upon the social success of the evening.

In addition to the full representation of the members present, others from different branches were Mr. and Mrs. George Anselm, Mr. and Mrs. Frank P. Burck and Arthur Burck, Mr. and Mrs. Charles Hembdt, Mr. and Mrs. Papp and Mr. and Mrs. Charles Schuck.

The next meeting of the Bronx Branch will be on Wednesday evening, November 16th. Due to the large number who applied for health cards at the last meeting the doctor will be on hand again next week. The committee for the banquet and ball reports great progress and also that the journal for this year's affair will be larger than ever and far beyond expectations.

The meeting of the Eastern District Branch, New York State Association of Retail Meat Dealers, on Tuesday evening of last week was well attended, as has been the case of all the meetings this season. Several new members were initiated. It was decided that the annual vaudeville and ball would be held in Schwaben Hall as usual, and Fred Riester has been made chairman of the committee in charge. Co-operative buying was also taken up and members took advantage of this. The next meeting will be held on Tuesday, November 15th.

NEW YORK NEWS NOTES.

Dr. Arthur Lowenstein of Chicago was in the city during the week.

R. C. Burrows, of J. C. Wood & Co., Chicago, was in the city this week.

Lester Armour, vice-president of Armour and Company, was in New York for a few days this week.

Thomas H. Nash, Cleveland Provision Co., Cleveland, Ohio, has been a visitor to New York.

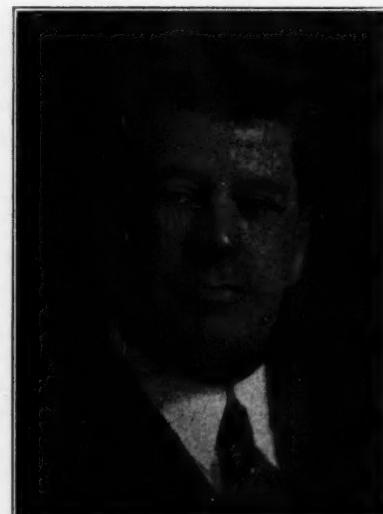
E. A. Ellendt, canned meat department, Wilson & Company, Chicago, was in New York this week.

W. B. Smith, of the Theurer-Norton Provision Co., Cleveland, Ohio, was a visitor to the city this week.

The employees of Wilson & Company will have a beefsteak dinner, dance and entertainment on Saturday evening, November 12, in the company's plant at 816 First Avenue.

William Stickle, president of the Rochester Branch, New York State Association of Retail Meat Dealers, was in New York City last week with his bride. During their stay in the city they were entertained by the president of the Bronx Branch, Philip Gerard, and his wife.

Boyce E. Campbell, superintendent of the New York Butchers' and Stern plants, was presented with a golfing outfit last Saturday prior to his departure to take up his new duties in Chicago. The presentation speech was made by E. F. McKenna, employment manager. In his remarks Mr. McKenna stated that Mr. Campbell made use of the same stroke in business that he used in his younger days, when he was a most successful swimmer, having won for five years successively in Missouri river contests. Mr. Campbell went from Kansas to the Argentine, where he remained for ten years and where he was very successful. His leaving New York has caused much regret among the employees, with whom he was a great favorite.



J. S. CUNNINGHAM.
President Sayer & Company.

Here in the company of the regular workers he remained until this angle of the business was mastered, and he was promoted to the salting and packing department. From there he went to the selling end of the game. He was practically a stranger in the sausage business, but with the knowledge attained and personality he soon became a very good salesman, and now heads the firm of Sayer & Company, Inc., which for some time has been almost entirely in the hands of the Sayer family.

November 12, 1927.

THE NATIONAL PROVISIONER

55

Stockinette-

Edible products cannot be delivered under too sanitary conditions. All edible packinghouse products deserve as much protection as clothing, hats, or anything bought at a department store used for wearing instead of for "eating." Protect your meats with stockinette.

FRED C. CAHN
226 W. Adams St., CHICAGO
Selling Agents,
The Adler Underwear & Hosiery Mfg. Co.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ending Nov. 5, 1927, with comparisons, as follows:

| | Week ending | Prev. week. | Cor. week. |
|------------------------|-------------|-------------|------------|
| Western dressed meats: | Nov. 5. | | 1926. |
| Steers, carcasses | 7,071 1/2 | 8,266 1/4 | 7,926 |
| Cows, carcasses | 1,272 | 1,022 1/2 | 681 |
| Bulls, carcasses | 62 | 71 | 125 |
| Veals, carcasses | 10,346 | 12,150 | 9,775 |
| Lambs, carcasses | 26,558 | 29,477 | 24,290 |
| Mutton, carcasses | 5,415 | 4,003 | 3,898 |
| Beef, cuts, lbs. | 551,685 | 355,983 | 477,482 |
| Pork, cuts, lbs. | 1,257,688 | 1,341,862 | 1,181,988 |
| Local slaughters: | | | |
| Cattle | 10,608 | 10,628 | 10,023 |
| Calves | 12,565 | 12,473 | 12,613 |
| Hogs | 48,204 | 51,656 | 51,575 |
| Sheep | 51,196 | 57,583 | 55,853 |

BOSTON SAUSAGE MAKERS DINE.

The Sausage Manufacturers' Association of New England held their November meeting at the Engineers' Club, Boston, on Nov. 2. This is the occasion when active, associate and sustaining members get together, play together, and profit together. There was an attendance of fifty-two. The speakers included Howard Smith, industrial engineer, Theodore Glynn, Elliott Hayes, W. R. Robertson of C. A. Weitz's, and Peter Stengel.

President Sydney Rabinowitz was toastmaster, and put over a lively and instructive meeting. The principal theme of the evening was "Build Up a Sustaining Membership." This plan of admitting sustaining members from outlying districts is intended to start the establishment of

BELL'S
Patent Parchment Lined
SAUSAGE BAGS
and
SAUSAGE SEASONINGS
Write for Samples and Prices

The Wm. G. Bell Co.
189 State St. Boston, Mass.

H. L. Woodruff, Inc.
Live Wire Brokerage Firm
448 W. 14th St. New York City
Telephones: Chelsea 7996-7997

local branches of the association in those sections outside of Boston. It is hoped that there will be a wide response for this type of membership because it will hasten the growth of the association and increase its value to the men in the industry.

The meeting was interspersed with entertainment and lasted until 11:15 o'clock.

If meats get wet and slimy in your ice box, write to Retail Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

H.C. Borack & Inc.

Operating 204 Meat Markets in Brooklyn and throughout Long Island, offers wonderful opportunities to live-wire men. Must understand meat merchandising.

Main Office:
Metropolitan and Flushing Aves.,
BROOKLYN, N. Y.

We are always
Buyers of Beef and Hog Casings
submit your offers to
P. Wohl, Inc.
76 Pearl St., New York City
Bowling Green 8757
Importers Exporters
Branches in all parts of Europe
Established 1879

JONES DAIRY FARM SAUSAGE
Butchers who do not make their own pork sausage can obtain a kind that will be most acceptable to their customers by writing to
Jones Dairy Farm
Fort Atkinson, Wis.
41st Season P. W. Jones, Pres.

In Spices, too, the Best is the Cheapest

J. K. LAUDENSLAGER, Inc.
612-14-16 W. York St. Philadelphia, Pa.

Importers **SPICES** Grinders
Butchers Mills Brand
43 years reputation among packers for quality

November 12, 1927

NEW YORK MARKET PRICES

LIVE CATTLE.

| | |
|-------------------------|---------------|
| Steers, prime, 100 lbs. | \$14.75@15.25 |
| Cows, medium | 5.00@ 5.50 |
| Bulls, light to medium. | 5.00@ 6.50 |

LIVE CALVES.

| | |
|--|---------------|
| Calves, prime, 100 lbs. | \$16.00@16.50 |
| Calves, common to medium, per 100 lbs. | 11.00@13.50 |

LIVE SHEEP AND LAMBS.

| | |
|------------------------|---------------|
| Lambs, prime, 100 lbs. | \$14.25@14.75 |
| Sheep, 100 lbs. | 2.50@ 6.50 |

LIVE HOGS.

| | |
|----------------|-------------|
| Hogs, heavy | @12.60 |
| Hogs, medium | 13.00@13.25 |
| Hogs, 120 lbs. | @12.30 |
| Roughs | 9.75@10.00 |
| Good Roughs | 10.00@10.25 |

DRESSED HOGS.

| | |
|----------------------|--------|
| Hogs, heavy | @18.25 |
| Hogs, 180 lbs. | @18.75 |
| Hogs, 160 lbs. | @19.00 |
| Pigs, 80 lbs. | @19.75 |
| Pigs, under 140 lbs. | @19.25 |

DRESSED BEEF.

| | |
|------------------------|------------|
| CITY DRESSED. | |
| Choice, native heavy | 25 @26 |
| Choice, native light | 25 @26 |
| Native, common to fair | 22 @24@1/2 |

WESTERN DRESSED BEEF.

| | |
|---------------------------------------|-----------|
| Native steers, 600@800 lbs. | 22 @24 |
| Native choice yearlings, 400@600 lbs. | 25 @26 |
| Western steers, 600@800 lbs. | 18 @20 |
| Texas steers, 400@600 lbs. | 15 @17 |
| Good to choice helpers | 21 @22 |
| Good to choice cows | 15 @16 |
| Common to fair cows | 12 @13 |
| Fresh bologna bulls | 21@12 1/2 |

BEEF CUTS.

| | Western. | City. |
|----------------------------|----------|---------------|
| No. 1 ribs | 24 @25 | 32 @36 |
| No. 2 ribs | 21 @23 | 28 @31 |
| No. 3 ribs | 18 @21 | 24 @27 |
| No. 1 loins | 29 @32 | 40 @46 |
| No. 2 loins | 28 @29 | 34 @38 |
| No. 3 loins | 22 @24 | 30 @33 |
| No. 1 hind & ribs | 26 @28 | 29 @33 |
| No. 2 hind & ribs | 24 @25 | 25 @28 |
| No. 3 hind & ribs | 21 @22 | 20 @24 |
| No. 1 rounds | 19 @20 | 20 @21 |
| No. 2 rounds | 18 @18 | 18 @19 |
| No. 3 rounds | 17 @17 | 17 @17 |
| No. 1 chuck | 17 @18 | 19 @21 |
| No. 2 chuck | 14 @15 | 17 @18 |
| No. 3 chuck | 12 @12 | 14 @16 |
| Bolognas | 6 @6 | 12 1/2@13 1/2 |
| Bulls, reg., 6@8 lbs. avg. | 22 @23 | |
| Bulls, reg., 4@6 lbs. avg. | 17 @18 | |
| Tenderloins, 4@6 lbs. avg. | 60 @70 | |
| Tenderloins, 5@6 lbs. avg. | 80 @90 | |
| Shoulder clods | 10 @11 | |

DRESSED CALVES.

| | |
|--------|--------|
| Prime | 24 @25 |
| Choice | 21 @23 |
| Good | 19 @20 |
| Medium | 15 @18 |

DRESSED SHEEP AND LAMBS.

| | |
|-----------------------|--------|
| Lambs, choice spring | 24 @25 |
| Good lambs | 23 @24 |
| Lambs, poor grade | 20 @22 |
| Sheep, choice | 15 @16 |
| Sheep, medium to good | 12 @14 |
| Sheep, culis | 8 @10 |

SMOKED MEATS.

| | |
|---------------------------------|---------------|
| Hams, 8@10 lbs., avg. | 21 @22 |
| Hams, 10@12 lbs. avg. | 20 @21 |
| Hams, 12@14 lbs. avg. | 20 @21 |
| Picnics, 4@6 lbs. avg. | 16 1/2@17 1/2 |
| Picnics, 6@8 lbs. avg. | 16 @17 |
| Rolllettes, 6@8 lbs. avg. | 16 @17 |
| Beef tongue, light | 24 @26 |
| Beef tongue, heavy | 26 @28 |
| Bacon, boneless, Western | 26 @27 |
| Bacon, boneless, city | 21 @22 |
| Pickled bellies, 8@10 lbs. avg. | 18 @19 |

FRESH PORK CUTS.

| | |
|---|--------|
| Pork loins, fresh, Western, 10@12 lbs. avg. | 22 @23 |
| Pork tenderloins, fresh | 55 @60 |
| Pork tenderloins, frozen | 40 @45 |
| Shoulders, city, 10@12 lbs. avg. | 18 @19 |
| Shoulders, Western, 10@12 lbs. avg. | 17 @18 |
| Butts, boneless, Western | 24 @25 |
| Butts, regular, Western | 18 @20 |
| Hams, Western, fresh, 10@12 lbs. avg. | 20 @21 |
| Hams, city, fresh, 6@10 lbs. avg. | 23 @24 |
| Picnic hams, Western, fresh, 6@8 lbs. avg. | 16 @17 |
| Pork trimmings, extra lean | 20 @21 |
| Pork trimmings, regular 56% lean | 12 @13 |
| Pork ribs, fresh | 17 @18 |

BONES, HOOFs AND HORNS.

| | |
|--|--------------|
| Round shin bones, avg. 48 to 50 lbs. per 100 pcs. | 95.00@100.00 |
| Flat shin bones, avg. 40 to 45 lbs., per 100 pcs. | @ 75.00 |
| Black hoofs, per ton. | 45.00@ 50.00 |
| Striped hoofs, per ton. | 45.00@ 50.00 |
| White hoofs, per ton. | @ 85.00 |

FANCY MEATS.

| | | |
|------------------------------------|-------|---------|
| Fresh steer tongues, untrimmed | @28c | a pound |
| Fresh steer tongues, l. c. trim'd. | @38c | a pound |
| Sweetbreads, beef | @65c | a pound |
| Sweetbreads, veal | @1.00 | a pair |
| Beef kidneys | @15c | a pound |
| Mutton kidneys | @ 8c | each |
| Livers, beef | @27c | a pound |
| Oxtails | @18c | a pound |
| Beef hanging tenders | @26c | a pound |
| Lamb fries | @10c | a pair |

BUTCHERS' FAT.

| | |
|-------------|---------|
| Shop fat | @ 2% |
| Breast fat | @ 5 |
| Edible suet | @ 7 |
| Cond. suet | @ 5 1/2 |

SPICES.

| | Whole. | Ground. |
|-----------------|--------|---------|
| Allspice | 19 | 22 |
| Cinnamon | 16 | 19 |
| Cloves | 20 | 25 |
| Coriander | 10 | 13 |
| Ginger | .. | 16 |
| Mace | 1.05 | 1.15 |
| Nutmeg | 45 | |
| Pepper, black | 39 | 44 |
| Pepper, Cayenne | 41 | 45 |
| Pepper, red | 40 | |
| Pepper, white | 57 | 62 |

GREEN CALFSKINS.

| | | | | | |
|--------------------|-----------|-------|-------|-------|----------|
| 5-9 9 1/2-12 1/2 | 12 1/2-14 | 14-18 | 18 up | | |
| Prime No. 1 Veals. | 2.4 | 2.80 | 3.25 | 3.45 | 4.60 |
| Prime No. 2 Veals. | 2.2 | 2.00 | 3.00 | 3.20 | 4.35 |
| Buttermilk No. 1. | 2.1 | 2.45 | 2.90 | 3.10 | .... |
| Buttermilk No. 2. | 1.9 | 2.25 | 2.65 | 2.85 | .... |
| Branded Gruby | 1.8 | 1.80 | 1.95 | 2.15 | 2.90 |
| Number 3. | ..... | ..... | ..... | ..... | At Value |

CURING MATERIALS.

| | Dbl. | Bbls. | per lb. |
|---|--------|--------|---------|
| In lots of less than 25 bbls. | ..... | 6c | 5 1/2c |
| Double refined saltpetre, granulated | 7 1/2c | 7 1/2c | 7 1/2c |
| Double refined saltpetre, small crystal | 8 1/2c | 8 1/2c | 8 1/2c |
| Double refined large crystal saltpetre | 8 1/2c | 8 1/2c | 8 1/2c |
| Double refined nitrate soda, granulated | 4c | 3 1/2c | 3 1/2c |
| In 25 barrel lots: | ..... | ..... | ..... |
| Double refined saltpetre, granulated | 5 1/2c | 5 1/2c | 5 1/2c |
| Double refined saltpetre, small crystal | 7 1/2c | 7 1/2c | 7 1/2c |
| Double refined saltpetre, large crystal | 8 1/2c | 8 1/2c | 8 1/2c |
| Double refined nitrate soda, granulated | 3 1/2c | 3 1/2c | 3 1/2c |
| Fowls—fresh—dry packed—12 to box—fair to good: | ..... | ..... | ..... |
| Western, 60 to 65 lbs. to dozen, lb. | 27 | 29 | 29 |
| Western, 48 to 54 lbs. to dozen, lb. | 25 | 27 | 27 |
| Western, 43 to 47 lbs. to dozen, lb. | 23 | 25 | 25 |
| Western, 36 to 42 lbs. to dozen, lb. | 21 | 23 | 23 |
| Western, 30 to 35 lbs. to dozen, lb. | 19 | 21 | 21 |
| Western, 60 to 65 lbs. to dozen, lb. | 30 | 31 | 31 |
| Western, 48 to 54 lbs. to dozen, lb. | 28 | 28 | 28 |
| Western, 43 to 47 lbs. to dozen, lb. | 26 | 26 | 26 |
| Western, 36 to 42 lbs. to dozen, lb. | 24 | 24 | 24 |
| Western, 30 to 35 lbs. to dozen, lb. | 22 | 22 | 22 |
| Fowls—frozen—dry packed—fair to good—12 to box: | ..... | ..... | ..... |
| Western, 60 to 65 lbs. to dozen, lb. | 26 | 28 | 28 |
| Western, 55 to 59 lbs. to dozen, lb. | 25 | 27 | 27 |

LIVE POULTRY.

| | |
|---|-----------|
| Western, 43 to 47 lbs., lb. | 22 @24 |
| Western, 30 to 35 lbs., lb. | 18 @20 |
| Ducks— | |
| Long Island, prime | @26 |
| Squabs— | |
| White, 11 to 12 lbs. to dozen, per lb. | .75 @80 |
| Prime, dark, per dozen | 2.50@3.50 |
| LIVE POULTRY. | |
| Fowls, colored, per lb., via express | 20 @26 |
| Geese, swan, via express | 12 @12 |
| Turkeys | 33 @40 |
| Pigeons, per pair, via freight or express | 40 @50 |
| Guineas, per pair, via freight or express | 80 @80 |

BUTTER.

| | |
|-----------------------------------|------------|
| Creamery, extras (92 score) | 48 1/2 @49 |
| Creamery, firsts (90 to 91 score) | 44 @46 1/2 |
| Creamery, seconds | 39 1/2 @41 |
| Creamery, lower grades | 38 1/2 @39 |

EGGS.

| | |
|------------------|--------|
| Extras, gathered | 54 @57 |
| Extra firsts | 48 @52 |
| Firsts | 40 @45 |
| Checks | 26 @28 |

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

| |
| --- |
| Ammonium sulphate, bulk, delivered per 100 lbs. |

27
24
20
26
30
3.50
26
12
40
50
9
6½
11
39
7
2
5
8

40
1.50
1.75
10c
10c
50c
44
10c
10r
.00
.00
.00

.70
.00
.50
.50
15
25
00
.00